

# GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., SEPTEMBER 25, 1899.

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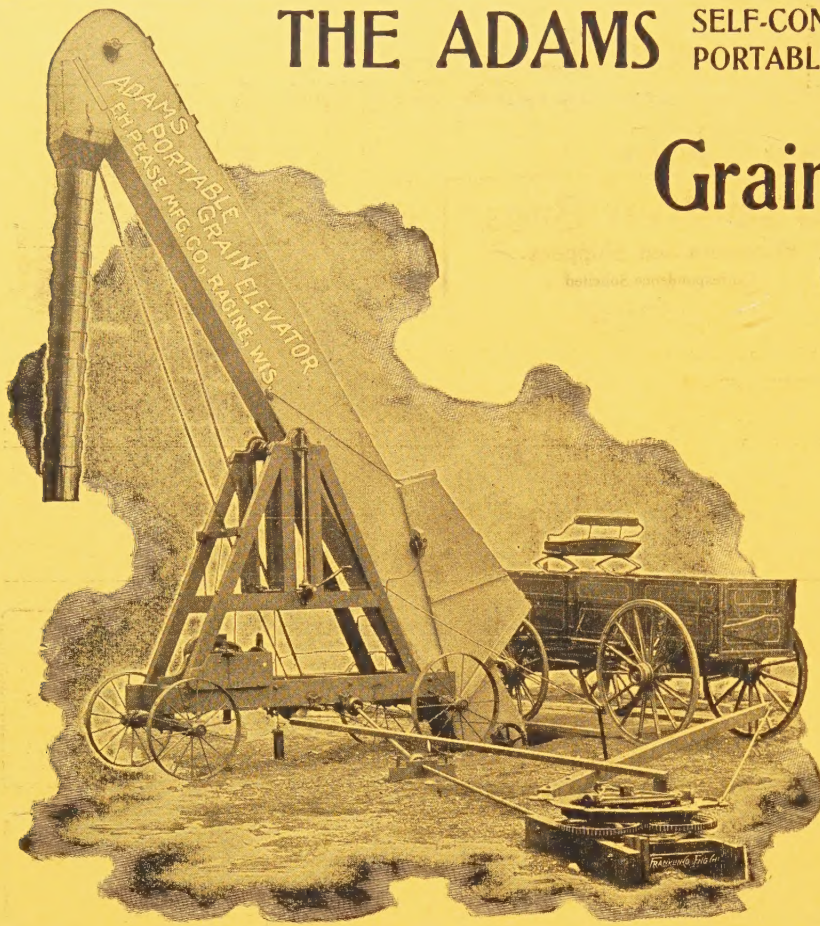
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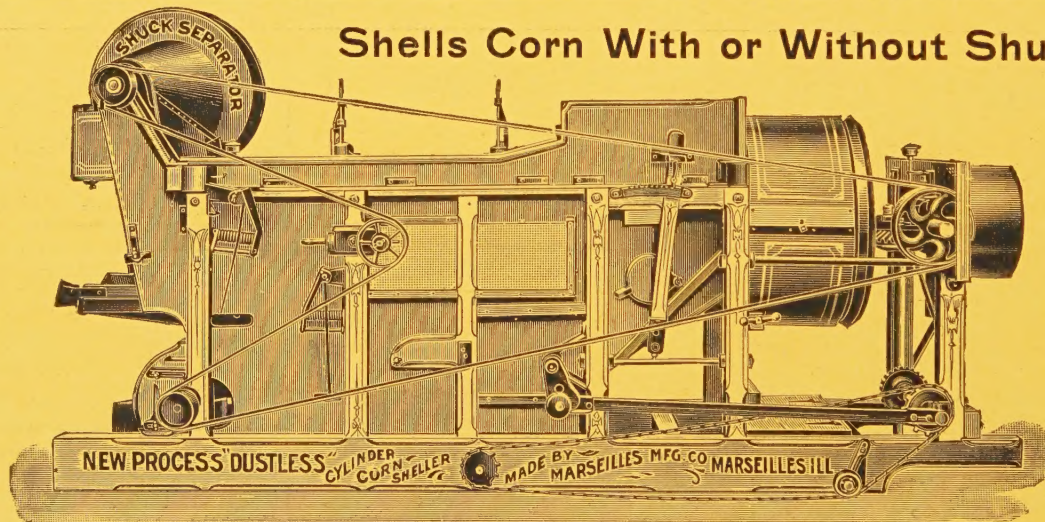
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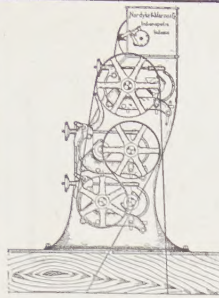
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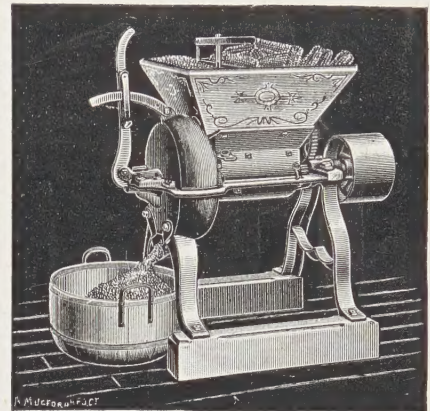
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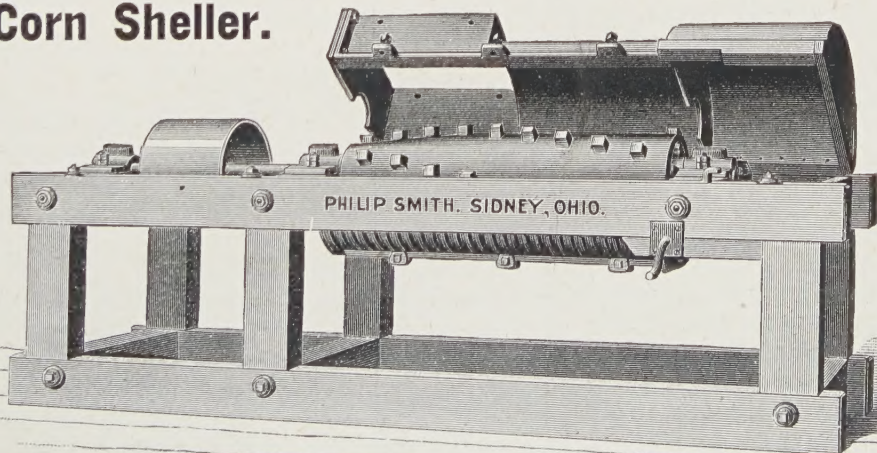
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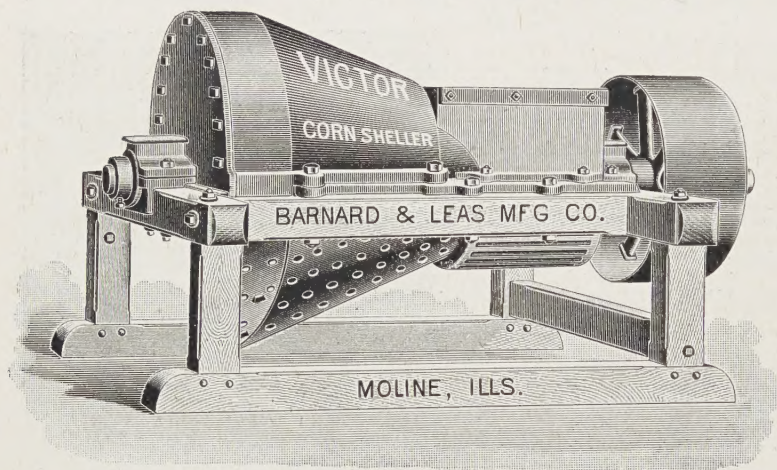


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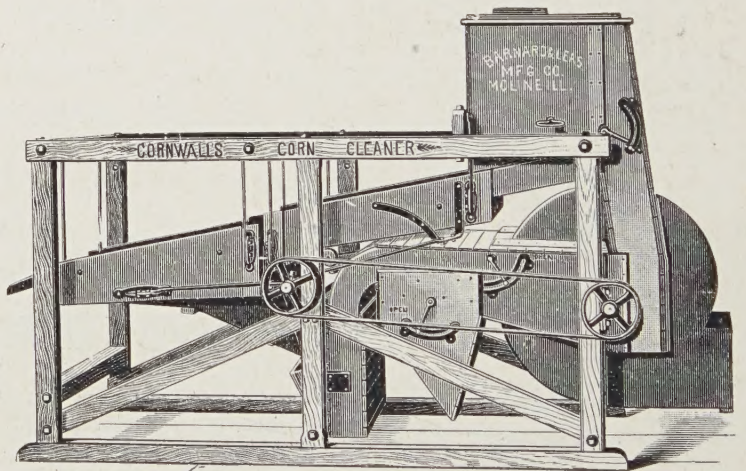
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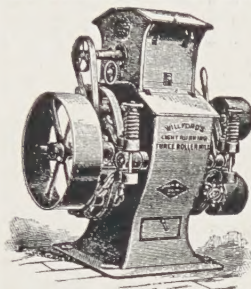
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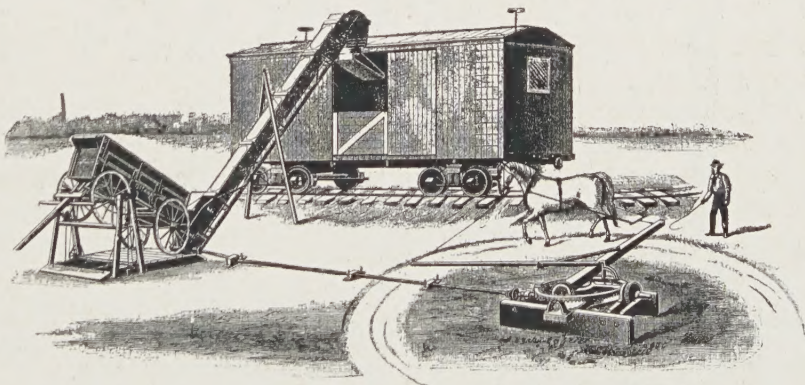


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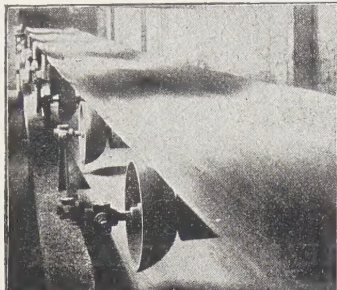
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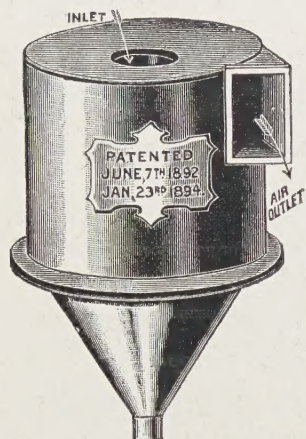
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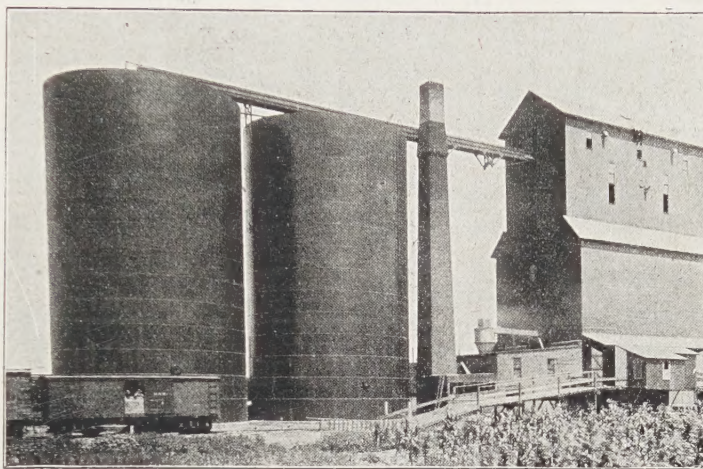
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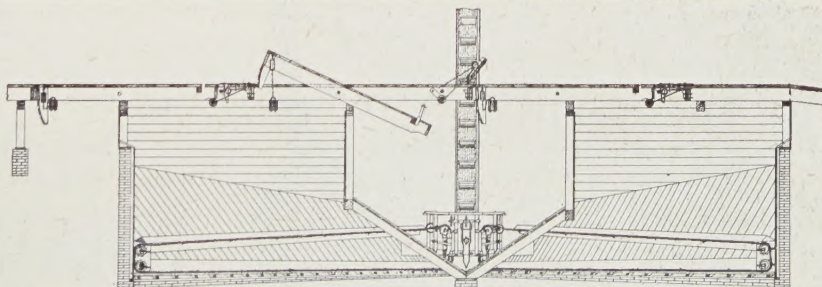
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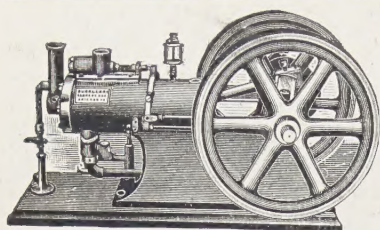
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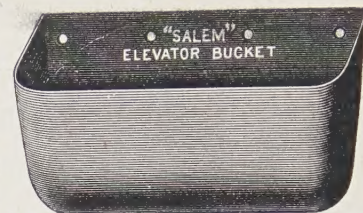
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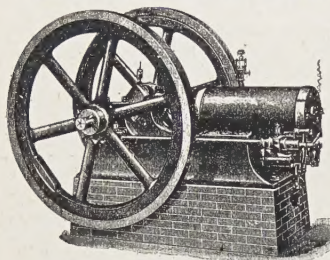
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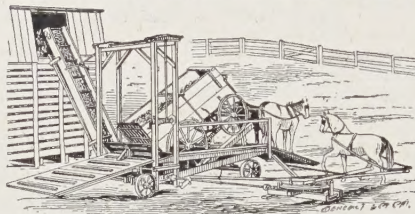
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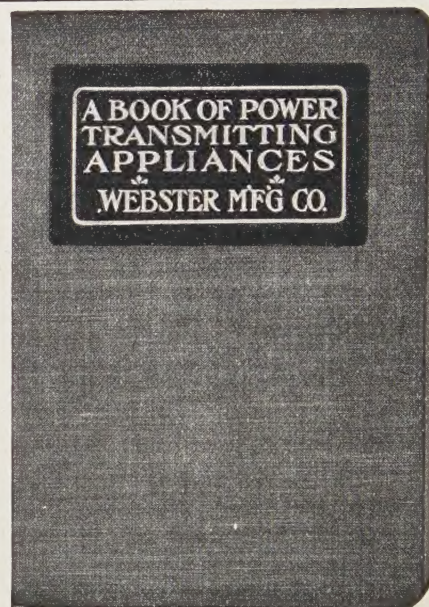
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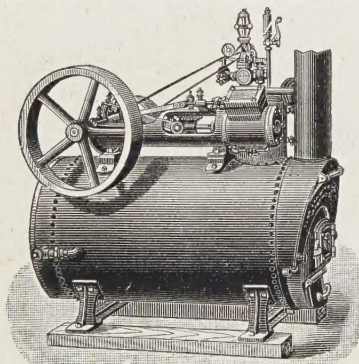
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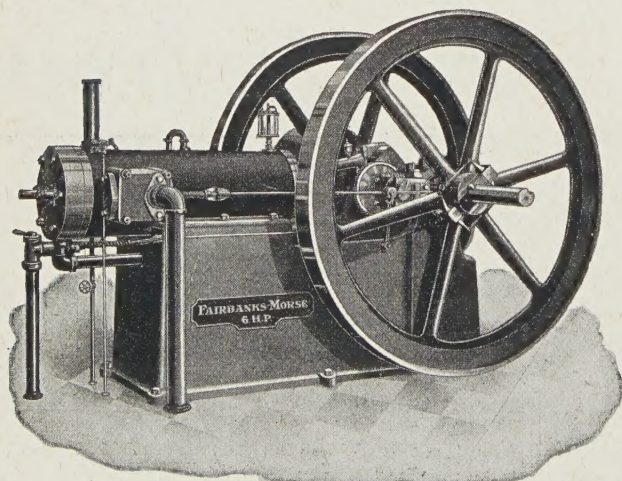
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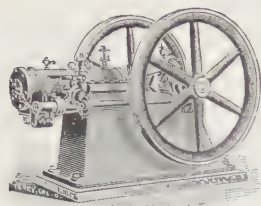
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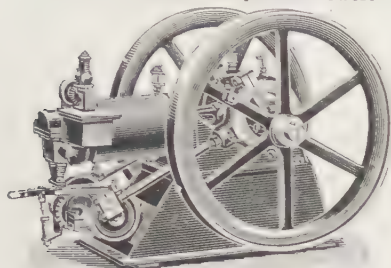
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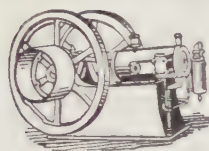
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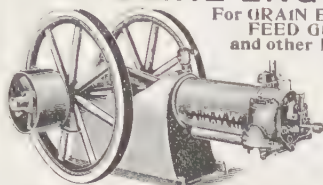
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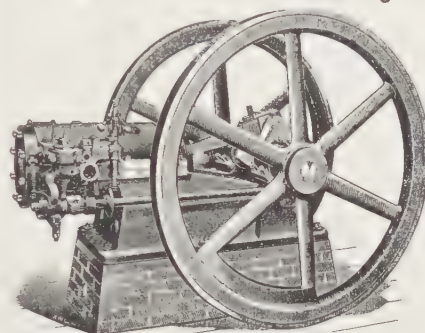


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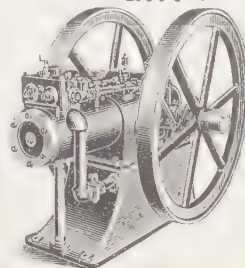
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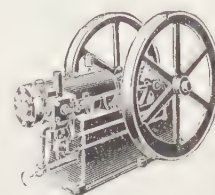
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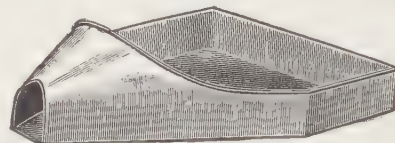
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WAREHOUSE for sale, with feed mill. Handle grain, flour, salt, cement, hides and clover seed. Wisconsin. J. E., Box 9, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

DRIER, been used only for tests; dries brewers' grain and corn perfectly and economically. Cost \$1,000, sell for \$350 f. o. b. Buffalo. Barton, Box 4, care Grain Dealers Journal, 10 Pacific Av., Chicago.

BARLEY GERMINATOR for sale. Do not guess at the quality of your barley, or depend upon the buyer at the central market. Get a germinator, grow a sample and determine with exactness its true value. It will prove a profitable investment even if you ship but one car a year. Price, \$5 to points in the United States. Address Germinator, care Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

MACHINES not in use can be sold by advertising. Get your money out of them; get the machines out of your way; sell them and reduce your fire risk.



**GRAIN FOR SALE AND WANTED.**

**BUCKWHEAT GRAIN WANTED.**  
Address H. H. Emminga, Golden, Ill.

**CHOICE** lots of seed or grain can be sold at premium by advertising here. Try it.

**SEEDS OR GRAIN** of special grade or variety can be obtained by advertising your want here.

**OATS** wanted. Red rust-proof, free of Johnson grass; also big-yielding pure white oats. E. Schiff Co., Greenville, Tex.

**WINTER BARLEY.** Dealers who can offer us this, please send sample, quoting lowest price in car lots, delivered Richmond, Va. T. W. Wood & Sons, Seedsmen, Richmond, Va.

**WANTED.**

**ASSISTANT** wanted in transfer elevator. Address B. B. C., Box 5, Grain Dealers Journal.

**MACHINE TENDER** wanted in Iowa elevator. Address Floorman, Box 5, Grain Dealers Journal.

**ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES** can be secured by making your want known here.

**CIPHER CODES WANTED.**—Second hand Robinson's. State condition and price. Address 2d Hand, Box 4, Grain Dealers Journal, Chicago.

**MAN** wanted to take charge of a country grain elevator business in this State. H. W. Rogers & Bro., 97 Board of Trade Bldg., Chicago, Ill.

**CARD INDEX** wanted; two drawers. State condition and price. Address Cards, Box 9, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

**HAVE TRIED IT.**

Grain dealers who have used the "Wanted" and "For Sale" columns of the Grain Dealers Journal have had satisfactory returns, as is shown by the following extracts from their letters:

Ed. McCue, Pittsburgh, O.: We sold our elevator at Foster, Ind., through our ad. in the JOURNAL.

E. P. Bacon & Co., Milwaukee, Wis.: We consider your paper a good advertising medium. (Elevator for sale.)

A. H. Drake, West York, Ill.: I have had quite a number of replies to my ad. of elevator for sale in the JOURNAL.

H. J. Lane, Blue Rapids, Kan.: Yes, continue ad. in next issue. I have received a number of inquiries regarding elevator.

La Rose Grain Co., La Rose, Ill.: We have sold our scale through our advertisement in the JOURNAL. Please discontinue it.

George Thomas, Kirkman, Ia.: Discontinue my advertisement. I have sold out. It pays to advertise in the JOURNAL. Send bill.

Little & Co., Oldtown, O.: Please discontinue for the present our "For Sale" ad., as we already have more replies than we can look after.

A. Wedgwood & Co., Storm Lake, Ia.: We had quite a number of inquiries from our advertisement in the JOURNAL, and sold our elevator to one of them.

H. A. Clevenger, Bondville, Ill.: I have sold the elevator at York, Neb., so you may take the ad. out of the JOURNAL. I received letters from every direction.

**WANTED.**

**ADDRESS** of publisher of Green's Grain Record, formerly located at Dayton, O. M., Box 5, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

**POSITION** wanted with hay receiving firm. Having had experience as buyer I am confident I can meet requirements as salesman or other place that may offer. Otto A. Skeen, Mt. Vernon, O.

**POSITION** wanted with a good grain firm as superintendent or foreman of an elevator. Can give good references. Have had 11 years' experience in elevators. Address 124 W. North St., Springfield, Ohio.

**POSITION WANTED.**—If you want help in your office, elevator or any other department of your business, advertise your want where those connected with the grain trade will see it. That is right here.

**HELP WANTED.**—If you want a position as superintendent or foreman of an elevator, grain buyer, traveling solicitor, bookkeeper, machine tender or any other position about a grain elevator or grain firm's office, make your want known to those engaged in the business by advertising here.

**ELEVATORS WANTED.** We have frequent inquiries from grain dealers who desire to buy and rent elevators. If you wish to sell or lease your elevator list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. Grain Dealers' Exchange, 94 Traders' Bldg., Chicago.

**SITUATION** wanted. Thoroughly qualified elevator superintendent offers his services where large quantities of grain require expeditious and economical handling. Has had many years' experience in building and operating elevators. Will furnish credentials of the highest order. E. P. Burlingame, Box 5, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

E. R. Ulrich & Sons, Springfield, Ill.: Please discontinue our advertisement (elevator wanted) in the GRAIN DEALERS JOURNAL, as we have as many applications as we care for at present.

L. C. Butler, Arion, Ia.: I will let my ad. stay in one more issue. I have received over a dozen letters inquiring about my elevator, and think I will make sale. If I do not, it will not be any fault of the JOURNAL.

**SUITS AND DECISIONS**

Chicago produce commission dealers are fighting the license tax law which went into effect last April. A test case has been brought against E. C. Reichwald & Bro., and will be taken to the Supreme Court for an opinion on its constitutionality.

A warehouseman is liable for goods missing when his lease of the premises was transferred to a new custodian without the owner's consent. Suit may be brought against the original warehouseman on the receipts. Hoeveller vs. Meyers, Supreme Court of Pennsylvania, 27 Atl. Rep. 1,061.

To be effectual the countermand of an order of purchase must be made before delivery of goods to carrier. That notice was deposited in the post office is not sufficient. The mail is here considered as the agent of the party sending the notice of countermand. Supreme

**WANTED.**

**POSITION**, substantial and permanent, wanted, as superintendent or manager for a large grain elevator, buyer for a large milling firm, or to buy and look after the elevator interests at one or more country stations. Am a good judge of grain, understand elevator construction and operation, with over 20 years' experience. High recommendations. E. P. Caywood, 3234 Magazine St., St. Louis, Mo.

**FOR RENT.**

**IF YOU** do not find what you want advertise for it here.

**TO LET.**—Space in this department, to elevator owners who wish to let an elevator or grain warehouse.

**ELEVATOR** to let on Iowa Central, in good district of Iowa. Address Let. Box 5, Grain Dealers Journal.

**SITE** for elevator to lease in Iowa, on Iowa Central. An opportunity for a live grain man. Address, Lessee, Box 5, Grain Dealers Journal.

**GRAIN INSURANCE.**  
Special attention to **Open Floater Policies** in the best Stock Companies.  
Insurance follows grain up and down as the quantity stored in each house changes. Will **always** have insurance where you have grain.  
**Simple, Sure, Economical.** Investigate and you will find it absolute protection and cheap.  
Business handled anywhere. Write us.  
**H. H. LANTZ & CO., - - DES MOINES, Iowa.**  
25 years' experience. Best of references.

**OATS** CLIPPED, CLEANED  
AND MIXED  
AT THE

**Nickel Plate Elevator,**

Operated by **HARRY G. CHASE, 10 Pacific Ave.**  
....CHICAGO....

Court of Washington, Whitman vs. Strand, 36 Pac. 682.

The property of a principal until sold to a bona fide purchaser cannot be levied on and sold under execution to pay the debts of his agent, and if so sold the purchaser gets no title to any such articles as against such principal. Moreover, the agent's right to a lien for commission and expenditures is declared to be one personal to himself, not transferrable, and one of which he alone has the right to take advantage. Supreme Court of Appeals, West Va.

A shipowner's objection to the terms of a charter made by his agent, and attempt to have them changed through correspondence, before the vessel was sent to the charterer, where she did not arrive until after the cancellation date, but was then accepted and used by the charterer, is not alone sufficient to show that the owner was responsible for the delay, so as to render him liable to the charterer for damages caused thereby. The Eklipika, 95 Fed. Rep. (U. S.) 836.

The Kinsella Grain Co., Colon, Neb., says that if the corn is allowed to grow much bigger in their vicinity it will be necessary to fit shellers with buzz saw attachments to cut the ears into convenient sizes to run through the picker wheels.



# DAVIS' GRAIN TABLES

If you wish to avoid unnecessary figuring use

## THE DAVIS TABLES.

**DAVIS' TABLES FOR WHEAT AND OTHER GRAIN** are especially adapted for the use of the regular grain buyer. They show the value of wheat, grain or produce at 60 pounds to the bushel, for any amount less than 100 bushels, without addition or multiplication, and for any amount over 100 bushels and less than 1000 bushels with but a single addition, at any price from 25 cents to \$1.25 per bushel. These tables also show the value of bushels and pounds of other grains at 56, 48 and 32 pounds to the bushel at any price from 15 cents to \$1.50 per bushel for any amount less than 100 bushels, with but a single addition. This book also contains Davis' Dockage Table, showing the amount of dockage on any load of wheat up to 600 bushels. These tables are well printed from new black-faced type, bound in cloth, and form a book of over 200 pages. Price, **\$1.25.**

**DAVIS' FLAX DOCKAGE TABLES** show at a glance the net amount of flax in any load of from 200 pounds to 4,000 pounds, and with from 2 per cent to 25 per cent dockage. They give the net amount at a glance. They are bound in tough manilla paper, and conveniently arranged. Their use will save much time and labor. Price, **50 cents.**

**DAVIS' POUNDS TO BUSHELS TABLES** for wagon load lots. These tables are compiled for grain buyers, and show at a glance how many bushels of grain, weighing a certain number of pounds to the bushel, there are in a wagon load of grain. It can be used for grain at the following weights per bushel: 32, 35, 45, 48, 56, 60, 70, 72 and 75 pounds. These tables are well printed on strong manilla board, with heavy manilla cover. Price, **50 cents.**

For Sale by **GRAIN DEALERS COMPANY,**  
10 Pacific Ave. CHICAGO, ILL.

They are to the Grain Men what Interest Tables are to Bankers and Accountants.

# WANT ADS....

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade.

If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

## Clarks Car Register.

Indispensable to grain receivers and large shippers. Affords ready reference to the entry or record of any car number.

All numbers are separated into 100 divisions, indexed by first and second right-hand figures, so one can quickly find the record of any car entered. In looking for 9846, turn to the marginal index for the unit 6, on that page find column 4, and follow blue line in column to figure 8, which will be the number wanted.

The book comprises double pages of heavy paper ruled in columns for initials, car number and record of 5,000 cars. Well bound, 11 x 14 inches. Price \$1.50. The same book, with space for registering 7,500 cars. Price \$2.50.

Sold by **GRAIN DEALERS COMPANY,**  
10 Pacific Ave., CHICAGO, ILL.

## EDW. S. JONES,

BUYERS' AGENT  
FOR THE

SUPERINTENDENCE OF LOADING, FORWARDING  
AND SAMPLING GRAIN AND SEED.

512-513 RIALTO BUILDING,  
CHICAGO.

## Table of Legal Weights.

THIS TABLE shows the legal weights in pounds per bushel of grain and grain products, etc., as provided for by law. This book is well bound in a strong cloth cover. Price **50 cts.**  
For sale by

**GRAIN DEALERS COMPANY,**  
10 Pacific Ave. CHICAGO, ILL.

## BLACK "ZANZIBAR" ELEVATOR PAINT. ROOF

ANTI-RUST.

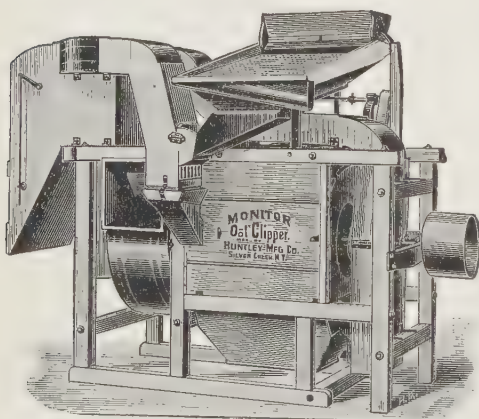
Write for Prices and Circulars.

SPARK,  
WATER,  
WEATHER

PROOF.

GUARANTEED  
5  
YEARS.

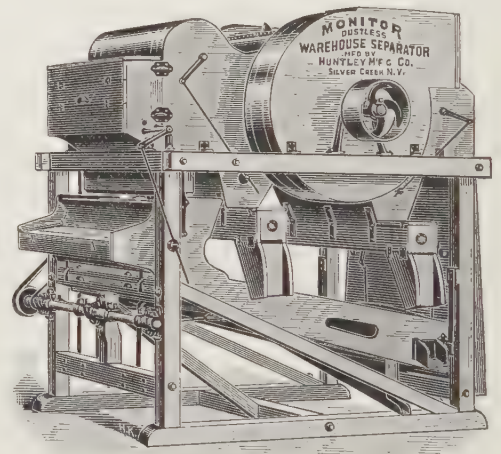
**COMMONWEALTH OIL COMPANY, - CLEVELAND, OHIO.**



## HUNTLEY MFG. CO.

SILVER CREEK, N. Y.,  
SOLE MANUFACTURERS.

**B. F. RYER,**  
Gen'l Western Agent,  
32 Traders Bldg., CHICAGO, ILL.



# MONITOR MACHINES STANDARD THE WORLD OVER.

Barley, Corn, Flax  
Cleaners.

OAT CLIPPERS,  
GRAIN CLEANERS.

High Grade ————— Superior Construction

Write for Full Information, Circulars, Etc.



# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month

BY THE

**GRAIN DEALERS COMPANY.**

10 PACIFIC AVE., CHICAGO, ILL.

CHARLES S. CLARK, . . . . . Editor.  
J. CARVER STRONG, Advertising Representative.  
NORMAN H. CAMP, . . . . . Attorney for the Company.

Price, Five Cents a Copy; One Dollar Per Year.  
Foreign Subscriptions, \$1.50 per year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

**CHICAGO, ILL., SEPTEMBER 25, 1899.**

There is no profit in storing grain for farmers unless a fair price is charged for the service.

Some dealers miss it greatly by not putting in a good corn cleaner. If kept in running order it would soon pay for itself.

A good gasoline engine is a great convenience—a profitable investment. A cheap gasoline engine is generally an aggravating expense.

Regular dealers who attend Chicago's Fall Festival should bear in mind that our latch string is always out, that they are always welcome.

The flat-bottom bin, the old blind horse and the bucket-stripped belt have no place in the elevator of today. They are expensive drawbacks.

Regular grain dealers will be welcome at the annual meeting of the Grain Dealers' National Association in Chicago, October 18 and 19.

Keep your elevator clean, well lighted, thoroughly ventilated and white-wash it several times a year. Then will you have less trouble from weevil.

Inspect your cars at home and before grain is placed in them; they will be less likely to scatter your grain along the track on the way to market.

If elevators are made free from dust, they will not be destroyed by dust explosions. The dust collecting system which is idle, will not, however, remove dust to the furnace.

Don't try to buy all the grain marketed in your district. Let your brother dealers have a fair share, then it will be possible for you to make a living profit on what you do buy.

An Iowa dealer states in "Asked and Answered" of this number, a plan for avoiding big discounts on off grade grain, which merits the consideration

of track buyers as well as track sellers. The opinions of both will be welcome.

Another enquiry for the names and addresses of country elevator men who operate clippers appears in this number. It is very evident that the demand for clipped oats is increasing.

Some of the western towns have been holding what they call corn carnivals, but they are not in it with the carnival that corn has been holding in its fields throughout the corn belt.

Grain shippers who succeed in establishing a reputation for loading grain of a superior quality, frequently derive a good profit from such reputation when shipping to a consuming market.

If you want to get a profit out of that portion of the new corn crop which it becomes your good fortune to handle, equip your elevator with the machines necessary to enable you to send it to market in prime condition.

In buying grain from tenants, do not fail to take the necessary precautions to learn whether or not the tenant has paid his rent, lest it may be necessary for you to pay for the grain the second time. The laws of some of the states seem far more favorable to the landlord than to the grain dealer who buys in open market, and most unjustly so.

It pays to keep your grain as well as your elevator well insured. If you doubt it, ask the dealer who last week had a modern elevator well filled with grain, yet to-day has not the wherewithal to buy even a portable dump. Insurance is not a luxury but a necessity, a protection. The mutual companies have reduced the cost to a minimum. No dealer can afford to be without.

An Indiana dealer, who recently lost his elevator by fire, has called our attention to the fact that it will cost him 35 to 40 per cent more to rebuild his elevator, which was burned this month, than it cost him to erect it two years ago. Those who carry much insurance on their buildings, will do well to keep in mind the fact that the value of their property is much more than it was this time last year.

It is not possible for grain dealers who are competitors to remain strangers and yet compete fairly with one another. It is easy for competitors to be friendly if each is disposed to do the fair thing and will make an effort to be sociable. No grain dealer can spend his time or money more profitably. If you are friendly with your competitor, you are well armed against the farmers who seek to make the local dealers hate one another and overbid one another.

Then the irritating stories about the prices paid are not credited and peace is maintained.

A couple of short lines of Ohio seem so greedy that they are driving away business rather than encouraging shippers to send grain over their lines. Such practice can only result in the absorption of those lines as they become unprofitable, by the trunk lines. It would seem possible for the regular dealers along such lines of road to force the granting of reasonable rates by taking united action against extortion.

The Illinois dealer who permitted his feelings to be played upon by shrewd farmers with exasperating stories of the higher prices being paid by his competitors, who were talking of running him out of business, has been forced to make an assignment. Another victim of prejudice, jealousy and unreasonable opposition. Any one can pay more for grain than is justified by the prices ruling the central markets, for a time, but it will surely end in their own downfall. No dealer can long survive such folly.

The scoop shovel man is gradually disappearing. The work of education has resulted in track buyers arriving at the conclusion that it is directly against their interests to encourage such irregular and irresponsible shippers. First, because if they deal with them, they are liable to suffer greater injury than any by such dealing and, second, if they desire the patronage of the regular shippers, they must cease encouraging irregular dealers, who live only to undermine the business of the regular dealer and to prevent his conducting business at a profit.

A Nebraska correspondent calls attention to the fact that it is easier to make errors with the long scale than with the short scale, because the weighman has more figures to read and record and because he is not so liable to make errors in weight on account of the marked variation in gross weight, due to variation in weight of horses. Where the wagon only is weighed, the weighman has less figures to read and record and there is less opportunity for variations in weight of load, so that it would be easier for him to detect errors against himself.

Now that the crop experts, prophets and compilers of estimates have announced their figures on the spring wheat crop (which no one can think are any nearer correct than in former seasons) it is in order for some new authority to come forward with correct information which will give the exact amount of spring wheat raised even to the pound, and swear to its reliability. The amount of spring wheat marketed



during past years has differed so materially from the amount reported by experts, that the public has long since discredited all of their guesses.

Winona, Minn., has a grain trade of no small proportions (12,000,000 bushels of wheat annually), yet the amount of grain stored in that city, or in houses of companies having headquarters in that city, is not included in the official visible supply reports. What an inviting opportunity to improve upon the old-time methods of compiling these reports and to expand them so as to include all the grain immediately available for marketing. The official report, in its present form, has long since been lost sight of by progressive dealers. The opportunities for improvement are so apparent that it should not be necessary to call attention to them.

A writer in the Insurance Monitor claims that the number of flour mills in the United States in 1880 was 24,338 and that the next census will show but 15,600. This decrease is said to be due to the increase in the number of large mills. If the number continues to decrease at the rate shown or even at one-half that rate, there will soon be fewer country dealers who have to compete with millers for grain and more will receive daily bids direct from large millers, unless the large mills should see fit to place buyers at country stations, then would competition be increased instead of reduced.

The friends of the long and short wagon scales both have their say in this number and we trust many others will favor us with their opinions for publication in the next number. The question is one which is of vital interest to every man who exchanges good money for what he supposes the farmers unload into his elevator. If his present method of arriving at the correct weight is not the best, it is directly to his interest to determine quickly the best method and adopt it. The old method may be costing him the price of new scales every week. We sincerely hope some of our friends will conduct a series of experiments on their scales and report all facts and results in full.

It may seem foolish to some careless grain buyers, yet nevertheless we recently found one buyer of clover seed, in western Ohio, who put all the seed received through two cleaners and blew out all dust before settling with the farmer, and be it still more to his credit, that he also made a practice of running that same seed through the same machines again before loading it into cars for shipment. He did not guess his seed would grade, but he was determined to have all of it in condition to grade. That he succeeded is not to be

doubted. Seed dealers will confer a favor by sending us any information regarding the clover crop of their district or their own method of handling same.

The Chicago Board of Trade has again started on a crusade against bucket shops. At the same time a New York concern with a high sounding name confronts readers of Chicago dailies with the question, "Does your broker bucket his trade?" This is a question which does need attention, but it is doubtful if the New York concern is in a position to supply the information to grain speculators. It was this very practice which caused an untimely end to the Board's former crusade against Chicago bucket shops. If speculators would consult the secretary of the Board of Trade, they could readily learn whether or not the firm soliciting business is a bucket shop or regular members of the Board.

The shortage agitation has not yet resulted in the adoption of a clean bill of lading, yet it has resulted in the establishment of systems of checking weights and reporting on condition of grain laden cars upon arrival at Kansas City, Chicago, Toledo, and Detroit, which would never have been obtained without the agitation against the shortage trouble. Many still suffer heavy losses in transit and at terminals, which will be further reduced when the agitation has placed more guards about the shippers' grain. The pessimist who advocated the enactment of stringent laws and the beheading of elevator men at terminal markets will not be chagrined by the success of the more moderate workers, yet are still demanding extravagant measures.

Country grain dealers who ship grain without cleaning it will find much that is worthy their consideration in the fact that last year's wheat received at Duluth contained 3,000,673 bushels of dirt, and flax contained 670,000 bushels of dirt. The railroads did not discriminate against the dirt, but carried it at the same rate which was paid on grain and seed. This is estimated to have been an average of 14c per 100 pounds, therefore the country shippers paid freight on dirt, from which they received no return, the enormous sum of \$360,000. That sum would pay interest on a great many good cleaning machines and leave a snug sum to divide among the 3,600 shippers of the Northwest as profit. It is not likely that more than 1,000 shippers at the most contributed to this enormous amount of dirt, but supposing the number to be 1,800, then each sacrificed \$200 to careless methods. If they had kept the dirt at home, removed the screenings and sold it as feed, they might have netted

at least as much as was received for the total amount which was sold in Duluth—\$150,000. If shippers in other parts of the country pay out as much for freight on dirt and screenings, from which they realize nothing (and there is no reason to doubt that such is the case), then the amount sacrificed yearly to the careless methods in vogue must run up into the millions. How startling this must be to the man without a cleaner!

The Ohio Grain Dealers' Association has adopted a new constitution which places it more in line with the work being carried on by other grain dealers' associations of the country. Heretofore the Buckeye Association has been a social organization—commendable indeed, yet it is now in far stronger position to advance the business interests of its members than it has ever been before. Complaints filed at the recent meeting, at Columbus, emphasize most decidedly the necessity of just such work as the State Association is about to undertake, and it is to the credit of the dealers of the state that they are coming forward promptly and giving the promoters of the State Association the help which they so much need.

It is not every country elevator man who advertises, yet some invest a little money in it and with good results. A few advertise the prices ruling in their local market, while others advertise their business; that is, they advertise to pay cash for all kinds of grain. A few have made a very handsome profit by advertising to clean grain for seed or to supply seed grain. Those who have feed mills in their elevators also find it to their advantage to make this fact known to every one in the district. It is surprising that elevator men, who have such large surfaces exposed to the view of thousands daily, yet neglect to have their sign painted on same. On each side of other elevators you will find painted in large, bold letters the operator's name and business. That such advertising pays will be doubted by no one who gives it serious consideration. A good sign is always a profitable investment.

The National Hay Association was organized in 1895 instead of 1898, as erroneously stated in our last issue.

F. L. Collis, Triumph, Ill.: Please send bill for my advertisement. Have sold elevator. Had plenty of inquiries.

A Scottsburg, Ind., scientist has produced a cross of the Genesee Giant and Fultz wheats, possessing wonderful stooling capacity. Individual grains have produced as high as 95 stalks. The scientist will probably reap a rich harvest of suckers who wish expensive seed wheat.



## ANNUAL MEETING GRAIN DEALERS' NATIONAL ASSOCIATION.

The preparations for the annual meeting of the Grain Dealers' National Association which will be held in Chicago, Oct. 18 and 19, are progressing very favorably and the prospects are that the attendance will be larger than at any preceding meeting.

The program is not yet complete and many additions and changes will be made. As compiled up to the present writing it is as follows:

## WEDNESDAY MORNING.

The directors will hold a meeting to hear complaints and to dispose of current business.

## WEDNESDAY, 1 P. M.

Address by President Warren T. McCray, Kentland, Ind.

Report of Treasurer Charles S. Clark. Appointment of committee to Audit Books of the Treasurer.

Appointment of Committee on New Members.

Appointment of Committee on Resolutions.

Appointment of Committee on Nominations.

Report of the Secretary, Charles S. Clark.

Report of Committee on Shortages—N. S. Beale, Tama, Ia.

Work of the Western Indiana Division of the G. D. N. A.—E. H. Wolcott, Wolcott, Ind.

Work of the Grain Dealers' Union of S.-W. Iowa and N.-W. Missouri.—G. A. Stibbens, Coburg, Ia.

Work of the Nebraska Grain Dealers' Association.—A. H. Bewsher, Omaha.

The Ohio Grain Dealers' Association.—J. W. McCord, Columbus, O.

Short Weights at Terminals; Causes.—E. J. Smiley, Concordia, Kan.

How can the local, state and national associations help the railroads.—E. R. Ulrich, Jr., Springfield, Ill.

## WEDNESDAY EVENING, 8 P. M.

A Banquet. Particulars later.

## THURSDAY, 10 A. M.

Bidding Irregular Dealers.—D. Hunter, Hamburg, Ia.

Buying on Track.—G. B. Van Ness, Chicago.

Selling on Track.—H. L. Bushnell, Hoopeston, Ill.

Condition of Grain Cars Upon Arrival.—H. A. Foss, Chicago.

Mutual Insurance.—F. D. Babcock, Ida Grove, Ia.

Inspecting and Handling Grain in Chicago.—E. J. Noble, Chicago.

The Object and Work of the Southern Grain Association.—Alfred Brandeis, Louisville, Ky.

## THURSDAY, 1 P. M.

Advantages of Steady Rates. Clippers and Cleaners in Country Elevators.

Overbidding. Landlord's Liens.—Norman H. Camp. Miscellaneous Business.

Report of Auditing Committee.

Report of Committee on Nominations. Election of Officers.

Adjournment.

## CONVENTION POINTERS.

All regular grain dealers will be welcome.

The Nebraska Association will be represented by the president, vice-president and secretary.

The Ohio Association will send its president, vice-president and secretary. The Southern Ohio Association will probably be represented and many regular dealers of Ohio will attend.

President Carden, of the Grain Dealers' Association of Southeastern Iowa, has appointed a delegation of seven to attend from that association: C. Fye, Mt. Union; G. Carter, Pekin; E. A. Miller, Parkwood; H. B. Davison, Wapello; H. R. Williams, Yarmouth; H. H. Reipe, Sperry, and Wm. Butler, Morning Sun.

## ASKED AND ANSWERED

## AVOIDING BIG DISCOUNT ON OFF GRADES.

Grain Dealers Journal: What do the readers of the Grain Dealers Journal think of the form shown herewith? We sell most of our grain on track. Now and then a car will miss grade. It is

## NOTICE.

We ship you to-day Car No.....Initials....., loaded with No.....to apply on contract.

If not so inspected wire us immediately the grade and state the least difference at which you will apply this car on contract.

A failure to notify us will be interpreted to mean that you have accepted the grain in above car at grade and price named in contract.

We will pay all reasonable telegraph charges.

Minburn, Iowa.

FRANK THOMS & CO.

always applied at a good, large margin. It is our desire to head off this large margin. Can we do it by using some such form as this? Frank Thoms & Co., Minburn, Ia.

## WHO HAS CLIPPERS?

Grain Dealers Journal: I wish the names and addresses of country grain shippers in Ohio, Indiana and Illinois, who have oat clippers. E. A. Grubbs, Greenville, O.

## MEASURING BARLEY.

Grain Dealers Journal: I would like to get the correct measurements and average test on two or three cars of barley in bulk. F. P. Miller, Chetopa, Kan.

## TO MEASURE CORN IN CAR.

Grain Dealers Journal: Is there not a book to get amount of shelled corn or wheat in bulk in a car by measure? We would like to have one. J. I. Campbell & Co., Moody, Tex.

## EAR CORN STORAGE; LOW DRIVEWAY.

Grain Dealers Journal: I wish to build at once and would like to get plan to erect good storage capacity for ear corn. Would also like information as to low driveway dump, as I want to overcome the high driveway. George Millhon, Blue Mound, Ill.

## BOOKS RECEIVED.

SHORT TALKS ON ADVERTISING is the title of a very interesting book by Charles Austin Bates. It advocates the judicious use of space in a few good papers rather than small ads. in many papers. If one has a business that needs advertising the reading of this book will be worth much to him. It is full of live hints. The book is profusely illustrated and bound in an attractive paper cover. Price, 25 cents. Copies can be had by addressing Charles Austin Bates, New York.

CLARK'S FREIGHT TABLES, giving the amount of freight per bushel at any rate from 3 to 50½ cents per 100 pounds, have just been issued by J. Barlow Clark. These are the first tables published which include the half-cent as well as the even cent rates, so will be of service to shippers at all points. These tables are printed in two colors on a white bristol board, heavy faced type. The rate per 100 pounds is printed at the left side in red and the amount per

bushel in black. These tables show the freight per bushel of wheat at 60 pounds, corn at 56 pounds, barley at 48 pounds and oats at 32 pounds per bushel. Price per copy, 15 cents each, two copies for 25 cents, or ten for \$1.00.

"A MANUAL OF INJURIOUS INSECTS" is the title of a very exhaustive work on insects, with methods of prevention and remedy for their attacks on food crops, forest trees and fruit. To it is appended a short introduction to entomology. The work was compiled by that famous entomologist, Eleanor A. Ormerod. The 400 pages of this octavo volume are fully illustrated with correct representations of different insects which attack the food crops. Its three different parts are devoted to "Food Crops and Insects that Injure Them" and to insects that injure forest trees and fruit crops. A list of insects of which observations are given is alphabetically arranged in the back part, where also is a glossary of entomological terms, a list of names of contributors to the first edition of the Manual, an index and an introduction to entomology. Most of the insects which attack growing grain and seed are treated of exhaustively. Miss Ormerod is considered an authority the world over and doubtless her work is the most valuable that has been published. It is published by Simpkin, Marshall, Hamilton, Kent & Co., Stationers' Hall Court, London. Price, 5s.



## LETTERS FROM THE TRADE

[Regular grain dealers are invited to contribute letters on grain trade subjects, for publication in this department.]

### PREFERS THE LONG SCALE.

Grain Dealers Journal: I use a 22-foot scale and would much rather use a 22-foot scale than a 14-foot, as it gives better satisfaction. H. C. Clark, Colfax, Ind.

### A GROSS INJUSTICE.

Grain Dealers Journal: Settlement for grain on basis of reinspection made at elevator of buyer is a gross injustice to shippers. However, I have not met with this injustice. Should such occur, I will report the facts in full. J. R. Moyers, Luther, Ia.

### BIGGEST CAR OF TIMOTHY.

Grain Dealers Journal: Regarding large cars of grain, I recently bought the largest car of timothy seed that was ever shipped to this or any other market, it arrived over the St. Paul road in car No. 54,990 and weighed 66,670 pounds. Alex Rodgers, Chicago, Ill.

### INSPECT CORN IMMEDIATELY.

Grain Dealers Journal: We have not any public grain inspector here, so that the conditions are different from large markets. All corn bought by us is inspected as soon as placed in our yards by the railroad company, or in other words, just as early as it is practicable. The National Starch Mfg. Co., Des Moines, Ia.

### A RULE NEEDED.

Grain Dealers Journal: We have seen the necessity of a rule compelling buyer of grain to accept same on first inspection, with a privilege to appeal within 24 hours. We are heartily in favor of some rule that will cover this and will be glad when it has been accomplished. J. R. Smith & Son, Lamoni, Ia.

### NO EXCUSE FOR DELAY.

Grain Dealers Journal: There are inspections at times that are radically unjust and it does seem to me that the buyer in such cases should be entitled to reinspection. The reinspection should be demanded immediately. There is no excuse for delay in demanding it and the result should be known in 48 hours. R. P. Fish, Chicago, Ill.

### REINSPECTION AT BUYER'S ELEVATOR UNFAIR.

Grain Dealers Journal: I wish to protest against the unfairness of shipper being forced to accept settlement for grain sold on track on the basis of reinspection made at elevator of buyer. Influence should be brought to bear with the Chicago Board of Trade to induce it to enact rules against this practice. W. H. Hurlbut, Danville, Ia.

### FARMERS LIKE SHORT SCALES.

Grain Dealers Journal: While we have the short scale, we would prefer the long scales, not that they will weigh any better than short scales, but farmers have short scales all over the neighborhood, and about one-half of them are out of repair. They will weigh on the short scales, and if yours varies from

theirs they will condemn yours. A. S. Galbraith & Son, Burney, Ind.

### PULLING MAKES A DIFFERENCE.

Grain Dealers Journal: My elevator is small in size and all grain is dumped into hopper and then weighed. Regarding 14-foot wagon scale, would say I use one for weighing coal and stock, and have seen difference of 40 to 50 pounds made by horses pulling on wagon not quite hard enough to move it with a good load on it. I would advise 22-foot scale. C. J. Walker, Carsonville, Mich.

### TWENTY-FOUR HOURS ENOUGH.

Grain Dealers Journal: The rule of the Board of Trade is that a buyer of track grain has time until the following day, 10 a. m., to reinspect and receive or reject his purchase. It would not be advisable in my opinion to change this custom, either by extending or shortening the time. A shorter time for reinspection would be unfair to the buyer and a longer time unfair to the shipper. A. F. Weinberger, Chicago, Ill.

### SUFFERED BY REINSPECTION.

Grain Dealers Journal: I shipped four cars of corn to two firms in Chicago. The corn arrived and graded No. 3 as sold on contract; but eleven days afterward — had his reinspected and had one car grade No. 4. He discounted it 4 cents per bushel, which was 21-2 cents more than the difference between grades 3 and 4. I am still in litigation with them about it. It is a regular steal. George Messelheiser, Hampton, Ia.

### FIRST INSPECTION IS FINAL.

Grain Dealers Journal: Under the rules of the Toledo Exchange the inspection of grain is final between buyer and seller and the price of off-grade is made on the day the car is delivered to the buyer by the elevator. Where the grain is inspected "N. E. W." or "No Established Grade," the grain is sold by sample, and in that case the seller pays the elevation and commission and the buyer buys in his sale. Samuel R. Backus & Co., Toledo, O.

### INCREASE ON SHORT SCALE.

Grain Dealers Journal: As we use only the short scale, we cannot give any opinion on our preference between the long and short scales. We have asked several farmers who have weighed on both kinds, and they think when the weighing is done properly there is no difference.

We have noticed that by setting the brake and holding a tight rein on the horses you can increase the weight. M. Price & Son, Crawfordsville, Ind.

### GO AROUND TRICKY BUYERS.

Grain Dealers Journal: We think and know that it is very unjust to grade twice. If grain is graded once by regular inspectors, that should be sufficient. We shipped hardly any corn during wet weather of last spring that graded No. 3. If the track buyers have 24 hours to apply for reinspection, that should be all they should ask, and not let grain stand for weeks in wet weather and draw dampness. We are willing to go around all such track buyers that will

not agree to grade within 24 hours after arrival. Johnson & Nelson, Audubon Ia.

### HOT STOCK WEIGHS MORE THAN COOL.

Grain Dealers Journal: There is no difference between long or short scales, except one thing: If a team comes in hot and is weighed on the long scale and then allowed to cool off before weighing back, it is against the buyer, as the team when hot will weigh 70 to 100 pounds more than when cool. This is an old established fact, as can be verified by any butcher or stockman. J. T. Richmond, Anthony, Kan.

### REINSPECTION TAKES ONE TO THREE DAYS.

Grain Dealers Journal: We do a strictly grain receiving business, giving shippers our best efforts and working for their best interest at all times; immediately call for reinspection on all cars of grain received by us, which to the best of our judgment has been graded too low by the inspector. This takes from one to three days, as the car in most instances must be placed on special track before the supervising inspector will examine it. A. C. Curry & Co., Chicago, Ill.

### BIG CAR OF CORN.

Grain Dealers Journal: We notice several interesting articles in recent issues of the Grain Dealers Journal, in regard to heavy loads of grain. We did not think we had ever shipped any very large cars of grain, but think this one will compare favorably with any of the large cars of corn. To Strater Bros., Louisville, Ky., we shipped L. E. & St. L. No. 3251, Dec. 9. Our weight was 71,960 or 1,285 bushels, the Louisville weight, 71,940 or 1,284 bushels, 36 pounds. Rannells & Lonergan, Pisgah, Ill.

### ADVISE LONG SCALE.

Grain Dealers Journal: Where team of horses are hitched to wagon and it is desirable to have very close and accurate weight, long scale is preferable, namely, 22 feet, as this scale weighs team with wagon. In short scale the driver either tightens or loosens his traces, which increases or lessens weight, as the case may be.

We would therefore advise long scale, where there is ample room, as more satisfactory. The levers, of course, must be strong and have no defections to carry load accurately to beam. Keystone Scale Works, Philadelphia, Pa.

### PROMPT NOTICE TO SHIPPER.

Grain Dealers Journal: We believe that Minneapolis has a custom requiring that a buyer must accept grain inspected up to grade or up to sample on the day of its arrival in the terminal market, and that they get along very well with that custom. It does not seem just to the seller that the grain should be allowed to stand any length of time in the cars liable to get out of condition; and again, the seller should have the opportunity to know as soon as possible on arrival of the grain whether his grain will fill the contract or not, so that if not he may take prompt measures to protect himself by



replacement or otherwise. Robert Eliot & Co., Milwaukee, Wis.

#### IMMEDIATE APPEAL.

Grain Dealers Journal: Buyer should accept on first inspection unless apparent error, in which case he should immediately appeal to the grain committee, and if not changed should take the grain as originally inspected. He should demand reinspection at once, same day if not satisfied on first inspection.

The countryman sells his grain subject to terminal inspection and he is entitled to have it inspected as soon as possible after it arrives. That should be final, unless in the case of error on the part of inspector. J. M. Quinn & Co., Peoria, Ill.

#### REASONABLE TIME.

Grain Dealers Journal: We think track buyers should have a reasonable time in which to examine the cars and to call for a reinspection, say twenty-four hours, after receiving notice of inspection. Sometimes it might be impossible to secure a reinspection of a car at once, on account of its having to be switched on to the reinspection track so that the chief inspector can examine it, but twenty-four hours is time enough for the buyer to make the request of the inspection department so that the car can be ordered to the reinspection track. Armour & Co., Chicago, Ill.

#### SHORT SCALES MORE SATISFACTORY.

Grain Dealers Journal: We have proved by experience that the 14-foot scale is the more satisfactory to the buyer. Horses make manure after driving off. More dirt and trash accumulate on the scale. Smith drives on after Jones drives off and leaves more mud or a discharge of manure on the scale for Jones to pay for. We had a case a short time ago. A man set his brake after driving on load. The second time we caught him. He made 40 pounds on the two loads. It can easily be done if the driveway is sloping. F. P. Miller, Chetopa, Kan.

#### PULLING AHEAD MAKES NO DIFFERENCE.

Grain Dealers Journal: I do not use any short scales, nor will I allow any weighing for me to be done on them without taking the team off and putting a support under the pole. All scales which I have put in in the last twenty years have been 22 or 24 feet. I have seen a number of farmers set their horses back when weighing; pulling ahead will make no difference. I can make a load weigh from 300 to 1,000 pounds more, according to size of team, and the height they stand above the level of the scale. No scale properly hung can bind. George Forrest, Flint, Mich.

#### SHORT SCALE PREFERRED.

Grain Dealers Journal: I have used both long and short scales and think I prefer the short scale, on account of having so much heavy winds here a part of the season. I can catch the weights on a short scale quicker.

I never allow a farmer to set the brake on my scale. I find the brake set and the team pulling will make a difference against one. This I have tried. I have my scale level with the ground,

and not high. I have seen some scales where I think this is a good point to look after. It is a hard point to fix, in my mind, what the difference is and which scale is the best. C. H. Sowle, Andale, Kan.

#### THREE DAYS' DELAY UNFAIR.

Grain Dealers Journal: In our opinion track buyer should complain to inspector on date of arrival and notice of inspection, in case he is not satisfied with the grade as given. We could not imagine any reason why he should take any time or expect to take any in which to reject or apply for inspection. We should not think reinspection two or more days after arrival fair to the country shipper. It might, however, happen that the reinspection so applied for on date of arrival of the grain, in which case the buyer would not be responsible for the delay in reinspecting, but the railroads or inspection department would. W. R. Mumford & Co., Chicago, Ill.

#### ERRORS LESS LIKELY WITH SHORT SCALES.

Grain Dealers Journal: We would just as soon have the 14-foot scales. We never saw an increase of weight by setting brake, and do not think the farmer can increase weight. With the long scale one has more figures and is more apt to have errors. With short scales all loads of the same kind of grain weigh near the same and should horse step on or wagon move off, it is easy to notice in the variation of weight in load, while with long scales the horses are of such various weights that no two loads weigh alike. We would prefer the short scale. Norcross Bros., Adams, Neb.

#### LONG SCALES LOSE WITH EAR CORN.

Grain Dealers Journal: We use a long scale, but we are sure we lose from 20 to 30 pounds on every load of ear corn, but that is scooped out. Horses will shrink at least 10 pounds apiece, besides if driven 8 or 10 miles will generally make water. If all grain could be dumped immediately on arriving we would prefer a long scale. We have caught farmers many times putting brake on wagon and backing horses. They can back on 30 to 40 pounds if weighed right at the time. Our idea is, in a country with much corn, have a short scale; in a small grain country, a long scale. Johnson & Nelson, Audubon, Ia.

#### REINSPECTION AFTER TWO DAYS UNFAIR.

Grain Dealers Journal: Either buyer or seller should, and has the right to, call for reinspection. I think, as I am satisfied the custom is, that reinspection should be made within 24 hours after party interested is advised regarding original inspection, as grain held on track longer than 24 hours is liable to deteriorate as to condition on account of climatic influences, etc., if not sooner.

Reinspection two or more days after arrival of grain is particularly unfair, in my opinion, to the country shipper. I think it would be the buyer's duty particularly, being on the ground, to call for reinspection immediately when not satisfied. R. M. Adams, St. Louis, Mo.

#### WHY INSPECT UNTIL READY TO UNLOAD?

Grain Dealers Journal: The matter of reinspection of corn is a manifest injustice to the country shipper and I wish to voice a protest against it. However good the condition of corn may be when loaded in the country, the ordinary delay in transit sometimes puts it out of condition and therefore it is subject to discount. Added to this, the delay incident to actual delivery, against which the shipper cannot guard and for which he has no remedy, imposes an obligation on him which is supported by neither reason, justice nor sense. If the first inspection shall not govern, why the necessity of inspection at all until the receiver sees fit to unload the grain. James A. Burch, Braddyville, Ia.

#### COURTS WOULD NOT SUSTAIN SECOND INSPECTION.

Grain Dealers Journal: Relative to subject of discount and conditions of grain being reinspected on arrival at elevator, there is no doubt this is a great injustice and the national association should take up this question and get the Board of Trade to establish a rule giving buyer 24 hours to apply for reinspection. It is only fair and just to the shipper. We ourselves have suffered by reason of the second inspection, and we have had cars stand on track for a number of days after the inspection and then had them changed to a lower grade. We believe if it was taken into court the court would not sustain the second inspection. B. A. Lockwood Grain Company, Des Moines, Ia.

#### BUYER SHOULD STAND LOSS.

Grain Dealers Journal: We consider it the greatest injustice to have grain which has been delivered on contract reinspected unless it is done within 24 hours after such delivery. It is universally accepted that 24 hours is ample time for merchandise to be unloaded. In the west at the present time this rule is applied, and if cars stand over this time demurrage charge is added. If through carelessness of the receiving house or any other cause not under control of the shipper, grain is allowed to stand on track an indefinite length of time, and on account of such delay gets out of condition, the receiving house should stand the loss, not the shipper.

We believe the directors of the Board of Trade should confirm the 24 hour rule. It is their duty to make rules that are just and fair to all parties. McFarlin Grain Company, Des Moines, Ia.

#### AN UNFAIR REQUIREMENT.

Grain Dealers Journal: We notice the following clause stamped across face of Notice of Arrival and inspection of our cars: "Discount subject to condition of grain being unchanged upon arrival at elevator."

Some of our shipments have been out 20 days before getting to elevator, and if there had been a change in condition of grain brought about by changed conditions of weather, we don't think it right for us to be subject to such ruling.

We think the directors of the Chicago Board of Trade should adopt a rule requiring all buyers to accept all grain on first inspection or apply for reinspection within 24 hours after first in-



spection. We hope the Grain Dealers National Association will use its influence with the board to bring about the adoption of such a rule. Frank Thoms & Co., Minburn, Ia.

#### UNFAIR GRADING.

Grain Dealers Journal: I have been shipping grain for one year and have suspected unfairness on sales to arrive, for I have suffered severe losses on grain which was in fair condition when loaded here.

It is enough for a shipper to stand the risk on grain until it arrives, without having to stand good for it for a month longer. As soon as it is inspected it should be in receiver's hands, and if he does not unload it properly, by right it should be his own lookout.

I have loaded two cars of exactly the same quality at the same time, shipped to the same firm, one grading No. 3 and received on contract, the other No. 4 and applied on contract at 4 cents reduction. This shows unfairness in handling grain which grades lower than contract.

Anything which will compel track buyers to deal more fairly in low grades has my hearty approval, for I have suffered severely from unfairness in such matters. J. R. Woods, Buchanan, Ia.

#### SHIPPER SHOULD INSTRUCT BUYER IN ADVANCE.

Grain Dealers Journal: It seems to me if the shipper had any doubt about his grain inspecting, he should notify the buyer in Chicago, telling him if it did not grade to call for reinspection, and if the reinspection does not change it, to take an appeal.

Now, suppose a car of oats, or any other grain, shipped to Chicago on track bids, should inspect no grade on account of being warm; the longer it is held for reinspection, the hotter it will get, and the lower the price will be, so I think it is the duty of every shipper to notify the party sold to, if he has any doubt about his grain inspecting, and call for reinspection.

The Chicago buyer who sends out bids can hardly be expected to hold grain without this kind of a notice, especially on a declining market. You are aware that all bidders bid very close to the market, and business must be transacted promptly in order to save himself as well as taking care of the shippers. J. M. Brown, Des Moines, Ia.

#### PREFER SHORT SCALES; SUFFER SHORTAGES.

Grain Dealers Journal: We took out a good pair of 14-foot wagon scales to put in a 22-foot, for the reason that we thought the long one would weigh nearer right on account of the pushing back and pulling on the load and empty wagon. However, there are some things against weighing the team with the load if the load has to be driven off and the team kept away any considerable time, as the horses may water or dung during the absence, and of course whatever they lose is just that much loss to the buyer, and you may be sure that the team will not be fed any during the time they are away unloading. Excepting ear corn, we weigh all grain on inside hopper scales.

How about the check weight matter in Chicago? We ship considerable there, and while we weigh out here in Fairbanks 6,000-pound hopper scales,

that are regularly tested by an expert, the cars always run short about 1 bushel to the hundred, and it looks to us as though there was something wrong at the other end. Bourbon Milling & Elevator Co., Bourbon, Ind.

#### REINSPECTION MUST BE CALLED AT ONCE.

Grain Dealers Journal: There is a great deal of dissatisfaction on account of the buyer holding the shipper responsible for the condition of the grain until it is unloaded, which is sometimes 30 days after arrival and inspection. The buyer has a perfect right to call reinspection if he is dissatisfied with the inspection, the same as the seller, if done at once. What I object to is for them to hold the grain in the cars until it may get out of condition and then discount the seller. If grain is at the risk of the seller in regard to condition for a longer period than it takes to inspect properly and be confirmed by the buyer, there is no reason why the seller should not be held longer than until it is unloaded or transferred. Or in other words, if the seller guarantees the condition beyond the inspection, why not have him stand the deterioration, if any, until it is in the consumer's hands. It seems to me any other rule than acceptance or rejection on arrival at Chicago is entirely too faulty to be entertained. N. S. Beale, Tama, Ia.

#### DUTY OF BUYER TO WIRE FOR DISPOSITION.

Grain Dealers Journal: We do not believe that grain, hot or in a heating condition, should apply on a contract. If grain has been officially inspected and reported N. E. G. on account of being hot or in a heating condition, we do not see any benefit to be gained by reinspection.

It is our opinion that when grain arrives hot or in a heating condition and is so reported by the inspection department, that it is the duty of the buyer to immediately wire the shipper of such car of its condition, and ask for disposition of the same. Technically, when a car of grain is shipped on a contract and grades hot or in a heating condition, the buyer has a right to cancel the purchase, or buy for the account of the shipper on the market another car to take its place—the latter preferable. The buyer may at his discretion allow the seller the privilege of shipping another car to apply, providing the seller of the car has not enough grain in transit in addition to the hot car, to fill the contract.

The seller of grain has a right to demand a reinspection, which demand should be made at once upon receipt of the notice that the car is hot or in a heating condition. If, upon reinspection of the car, the inspection report is changed, and there is an error, the car should be applied on the original contract. There should be no extended time in reinspection; it should be done at once after notice is received of the condition of the car. We take this position because there is no established price for grain that is hot or in a heating condition. The value of such grain depends largely upon its actual condition, together with the chances of finding a man who would be willing to take it either at a greater or less price. There being such a wide range in its actual value, together with the differ-

ence of opinion between men as to how to make the best use of it, it makes it impossible for any concern to bill such grain at a market difference and be fair to himself and to the shipper. It is our opinion that the shipper should have the privilege of diverting the car or making any disposition of it that he deems wise, by allowing the original purchaser to resell it, or turn it over to another commission house for resale, if he chooses; in fact, he ought to be given every latitude, for the disposal of the car, possible on the part of the buyer.

Our clients cannot mistake our position in this matter, as our cards have the following clause: "Grain grading otherwise than specified in contract will be applied at market difference day of arrival, excepting grain arriving out of condition, or unmerchantable, in which case we reserve the right to refuse to accept same on contract." Churchill & Co., Toledo, O.

#### FOUR DAYS FOR REINSPECTION.

Grain Dealers Journal: I suppose there are two sides to this business. When receipts are heavy and outlets clogged, it is impossible to get all grain unloaded promptly, and grain that is in good condition when shipped would be hot after standing 30 or 60 days in a close car in Chicago at certain seasons of the year.

January 5, 1899, I shipped three cars of wheat to Chicago. Same were inspected January 17 and unloaded April 4. Grain was in good condition, weather cool, and no loss resulted. Had cars been poor and weather warm, it certainly would have resulted in a big loss to me, and all this time the grain was beyond my control.

It appears to me that a reasonable time should be allowed the railways to get grain to elevator and the elevator to call for reinspection, so that inferior grain would not be rushed through; also that grain in good condition would not get out of condition, to give both sides justice. I would suggest that four days after arrival in Chicago, if all grain is not unloaded, the track buyers call for reinspection and take final charge of the grain, based on this reinspection, four days after its first arrival and inspection. He could in case of blockade have men to open and air the cars, and also see if any leakage, as would occur during rainy season. In this way he would save grain that stands in close cars 30 and 60 days and spoils. W. J. Martin, manager South Branch Elevator Company, Hancock, Ia.

B. W. Snow shows from the statistics of yield acreage collected by Department of Agriculture that yield of wheat per acre has steadily increased since 1880, owing to better methods. In the four years, from 1880 to 1884, the yield averaged 13.9 bushels, in 1895-98 17.1 bushels per acre. Mr. Snow opines that even larger average yields may be expected in the future.

From field to bread in eight hours is the remarkable feat performed by a baker of Erdington, Eng., in transforming growing wheat into the staff of life. The standing grain was cut at 10 o'clock in the morning, when dry, threshed with sticks, ground at a nearby mill and baked in the afternoon, being ready for the supper-table at 6 o'clock. The bread turned out a great success.



## SEEDS.

The September report of the Missouri State Board places the condition of clover seed at 71.

Milwaukee received during 1898, 23,651 bushels of timothy and 60,285 bushels of clover seed.

M. E. Harris, Cowan, Ind., Sept. 19: Large acreage of clover seed to hull, but light yield and poor quality.

The condition of clover seed in Michigan, as reported in the September statement of Justus S. Stearns, secretary of State, is as low as 48.

Seed receipts at Cincinnati during 1898 included 36,700 bags of clover, 75,500 of timothy, and 53,400 of other grass seed; against 43,000 bags of clover, 52,100 of timothy and 55,900 of other seed.

J. F. Zahm & Co., of Toledo, say: Don't pay too much for clover. Don't buy any as Prime until you know it is Prime, and in sending a sample, see that it is an average one. Don't tap a single bag. That bag might be Prime and all the others No. 2, or even Rejected. Don't buy on basis of Oct., unless the seed is of excellent quality and is either New Prime or can be made Prime. That class of seed is selling from 50 to 75 cents above the other, but there doesn't seem to be much of it.

The new flax that has been received here so far is mostly graded No. 1 Northwestern, although there is an occasional car of field damage coming in. The test weights are running 52 to 54 pounds to the bushel, and while as a usual thing new seed tests heavy, this new seed is from a section of country that is not supposed to raise strictly first-class No. 1 Northwestern. The section referred to is in Northern Wisconsin, where nearly all our new flax so far received has come from.—Duluth Commercial Record.

The September crop circular of the Department of Agriculture reports that the acreage of clover seed is considerably less than it was last year and that the condition is in the main unfavorable. The reduction of acreage is estimated at 23 per cent in Kentucky, 7 per cent in Ohio, 33 per cent in Michigan, 14 per cent in Indiana, 30 per cent in Illinois, 18 per cent in Wisconsin, 45 per cent in Iowa, and 26 per cent in Missouri. The condition in the same States is reported to be as follows: Kentucky, 71; Ohio, 68; Michigan, 42; Indiana, 79; Illinois, 64; Wisconsin, 74; Iowa, 59, and Missouri, 78.

Picker & Beardsley, St. Louis, Mo., Sept. 16: Receipts of timothy seed for the past ten days have been very light; most of the arrivals going into storage, which has caused a firm feeling among the dealers and prices are from 5c to 15c per 100 higher than a week ago. Strictly bright lots scarce and in urgent demand. All offerings, however, meet with ready sale upon arrival. New clover seed is coming more freely and quality is better than the first of the receipts. Demand is active and the market strong and buoyant. All seeds are sold by the 100 pounds in this market instead of by the bushel.

Evidence against 47 persons, operating 15 bucket shops in Chicago, is being taken by the grand jury.

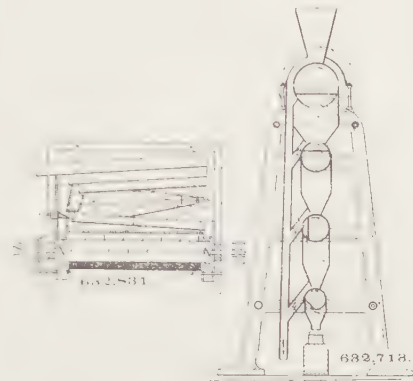
## PATENTS GRANTED

Hinsdale Smith, of Springfield, Mass., has been granted letters patent No. 632,762 on a gas engine.

Seymour A. Ayres, of Bay City, Mich., has been granted letters patent No. 632,888 on a gas engine.

John D. Hay and Berton M. Bullock, of Plymouth, Ind., have been granted letters patent No. 632,814 on a gas engine.

Franz Burzer, of Fort Wayne, Ind., has been granted letters patent No. 632,913 on a gas engine, and assigned three-fourths to Henry M. Williams, of same place.



Charles H. Bidwell, of Medina, N. Y., has been granted letters patent No. 632,831 (see cut) on a grain scouring machine. The principal feature of this machine is a scouring cylinder with beating arms revolving therein and feed irons arranged to revolve with the beating arms at each end of the cylinder. It has a vibrating screen and a chute. The screen is arranged to deliver grain therefrom to one end of the scouring cylinder. The chute is arranged to deliver grain to the other end of the cylinder.

Carl Geissler, of Stassfurt, Germany, has been granted letters patent No. 632,713 (see cut) on an automatic sampling apparatus for grain. This machine consists principally of a suitable frame with a number of hollow drums arranged one above another therein; each of the drums is provided in one side with an opening and a valve regulating its size; hopper-shaped passages for conveying material from each of the drums to the drum below and thence into a receptacle placed beneath the bottom drum. There is a means for turning the drums at different rates of speed.

## GOOD OATS APPRECIATED.

If any elevator man doubts that it pays to do work well and establish a reputation for shipping superior oats, let him ponder over the following:

New York, N. Y., Sept. 15, 1899.

C. L. Dougherty, Chicago:

Dear Sir:—Your favor of the 13th and contents noted. You have the reputation for making the best clipped Oats in the country and certainly it is well founded. Your car of 44-lb., which arrived here today is certainly the handsomest and most perfect car of oats we have ever seen in this market in 40 years' experience. We compliment you on it.

GRENVILLE PERRIN & CO.

Rannells & Lonergan, Pisgah, Ill.: We wish the Grain Dealers Journal, which we consider a great help to us in our business, continued success.

## THE HAY PRESS.

[From a paper by J. W. Fisher, Cincinnati, read at the annual meeting of the National Hay Association.]

Away back in the early forties a stranger, unfamiliar with the country, in passing through some sections of Indiana, would occasionally see a mass of hewn oaken timber with an arm, or sweep, extending outward from the top, at least twenty feet—this was a hay press. These presses were from 30 to 40 feet in height. The hay was put on a platform attached to the press, about 15 feet above the ground, and the farmers' boys from the neighborhood would think it fun to tramp the hay in the press, which had to be done before the long screw was turned down to crowd the bale into its form. When completed it was nearly 6 feet long, and bound with 6 heavy oak hoops, each weighing about three pounds.

These presses were rather crude, and had no points for which letters patent would be granted, but as they were the best that could be had at the time, many small farmers, not raising sufficient hay to warrant building a press, would haul their hay four miles and have it baled. There were several serious objections, however, to the press; the main one was it stood exposed to the weather, in open field, without protection to the hay.

As "Necessity is the mother of invention," this press soon had a rival. In the late forties a press came into use which was destined to cut a figure. This press was called the "Mormon beater," and was patented by one of the celebrated family of Smiths, who charged a royalty of \$5 for each press in use. The country was new, not many presses were used, and he wearied of collecting his toll. One bright morning he left the State of Indiana, went overland to Utah, took up his abode in Salt Lake City, and lived and died with the Mormons; hence the name given to this press of the "Mormon Beater."

This press was a decided improvement on the first, as from its construction it had to be built in a barn, and hay could be baled in the roughest weather without injury. The construction of the press was such that a ponderous beater of 1,000 pounds of iron was drawn up in a groove 20 feet while the hay was being fed in the press, its heavy fall would shape the bale and at the same time drive out any dust.

This very soon came to be the press in general use through Ohio and Indiana in the river counties, and the hay was shipped to all points on the rivers between New Orleans and Pittsburg. A vast business was done. Flat boats containing as high as 125 tons were floated down the Ohio and Mississippi rivers and coasted out to the various plantations along these rivers. Every steamboat had its cargo of hay.

This press was capable of making a bale 4 feet 2 inches long, by 2½ thick and 3 feet wide, and the bale weighed about 400 pounds. This press was at least 25 feet high, and not less than four of the finest oaks on the farm were used in its construction. The timber was shaped with a broad-axe on the ground, just where the tree fell, for saw mills were few, and the roads bad, so that the large log could not be hauled in its rough state.

W. F. Nirhaus, Sawyer, Neb.: I dislike to miss a copy of the Grain Dealers Journal.



## MEETING OF OHIO DEALERS.

The meeting of Ohio Grain Dealers' Association was called to order by President E. C. Wagner in the commodious hall of the Board of Trade at Columbus, Tuesday, Sept. 19. President Wagner introduced John Y. Bassell, secretary and orator of the Board of Trade, who welcomed the dealers to the city in a few well chosen remarks.

President Wagner spoke of the small attendance and encouragingly of increased attendance later in the day.

Secretary J. W. McCord, of Columbus, read the minutes of the annual meeting at Star Island, Mich. No objections being raised the minutes were declared approved.

President Wagner: In order to facilitate the work of the meeting, a committee was appointed to draft a new constitution and by-laws. We will now listen to the reading of the report of the committee.

E. M. Fullington, of Marysville, chairman of the committee on constitution and by-laws, then read the constitution and by-laws drafted.

H. S. Grimes, Portsmouth: Inasmuch as more dealers are expected to arrive on later trains, I think it would be well to adjourn until after dinner so as to give other dealers a voice in the formation of the new constitution.

L. W. Dewey, Blanchester: The time was set and announced for this meeting and I think we should consider the report of the committee now, hence move such action.

E. W. Seeds, Columbus: I heartily endorse the remarks of Mr. Dewey and second the motion.

H. S. Grimes: If we do consider the report I think final action should be deferred until this afternoon.

President Wagner announced that any action taken on the constitution and by-laws would not be final, but that the final adoption would be postponed until the afternoon session.

Secretary McCord then read the report section by section for the consideration of the meeting. Several sections were amended and all adopted.

The convention then adjourned to reconvene at 1:30.

## AFTERNOON SESSION.

President Wagner called the meeting to order at 2 p. m. and invited the dealers to stay over and be the guests of the Columbus dealers at Olentangy Park and theater.

After Secretary McCord secured the names of those present he read the entire constitution as adopted by sections during the morning session.

H. J. Knisely, Carroll: I will not join this association unless you can do me some good. I have to compete with a man who to-day is unloading a carload of coal and selling it to farmers at cost. He operates an elevator at one station, then sends a buyer to take grain away from me. I have over \$8,000 invested in the grain business and have to pay taxes on it. I cannot compete with the grain man who has no expenses to meet.

Wes Hardman, Cable: I will not join your association because I have a case different from any that has been handled by any association. I am beyond the reach of any association. I am in a bad fix. A cashier of a bank

who gets bids daily tells the farmers who come to him for their money that they did not get enough for their grain, that so and so received two carloads more from the dealer at a nearby station. He is nobody's particular friend, but seems eager to make trouble for me.

The secretary of the Grain Dealers' National Association explained how the Western Associations handled similar cases and explained that being regular at one station did not make a dealer regular at any other station. Bids to others than regular dealers have been stopped in many cases and can be stopped in Mr. Hardman's case.

H. Hansberger, Millersport: The irregular competitor of Mr. Knisely, of Carroll, does not sell to central markets, he ships to the retailers of the coal field districts, is a member of the state legislature, has a pass and can go up and down the road free daily to solicit trade.

H. G. Morgan, Pittsburg: I helped Mr. Hardman to stop some bids to a trouble breeder of his district and think I can help Mr. Knisely in his trouble.

E. W. Seeds, Columbus: I doubt that irregular dealers can get bids if the attention of track bidders is called to them. I know that we are very careful, yet some of our bids sometimes reach the scoop shovel dealers. However, it is not intentional and as soon as we learn of it, we stop it.

After making a number of changes in the constitution and by-laws reported by the committee they were adopted as a whole.

## CONSTITUTION AND BY-LAWS.

## CONSTITUTION.

Whereas, the constitution of this Association, adopted at its first meeting, July 1, 1880, is now found to be inadequate to the present requirements and changed conditions of the trade, we the undersigned in session at a called meeting held this 19th day of September, at the Board of Trade Auditorium in the City of Columbus, do hereby, consent to and order the entire annulment of said constitution, and do hereby adopt the following Constitution and By Laws for the government of this Association which has for its object the advancement and protection of the common interests of those regularly engaged in the grain business, the formulation of rules for the transaction of business and the promotion of friendly relations among legitimate grain men of the country.

## Article I.—Name.

Section 1. This organization shall be known as the Ohio Grain Dealers' Association.

## Article II.—Membership.

Section 1. Any person, firm or corporation operating a grain elevator or mill and engaging in the buying of grain continually, may become a member of this association; also any person, firm or corporation engaged in the buying and selling of grain continuously at one station for a period of two years, yet having no elevator or warehouse may, upon the recommendation of two members, firms or corporations operating grain elevators at the same or nearby stations, be admitted to membership.

Sec. 2. Regular grain receivers and track buyers who do not sell grain to or buy from grain scalpers, irregular grain dealers or transient grain buyers, may be admitted to regular membership on the payment of the regular fees.

Sec. 3. Representatives of the different railroad lines and fast freight lines or any person recommended by the Governing Board may become contributing members on payment of dues, but shall not have the privilege of voting on any subject.

Sec. 4. Any local or district association may be admitted to membership in this association by a two-thirds vote of the Governing Board. Such association so admitted shall be accorded full executive, judicial and legislative powers, and all other requirements necessary for the con-

trol of itself and members not in violation of any of the provisions of this Constitution and By Laws.

Sec. 5. When a local or district association is admitted to membership in this association all regular members of this body doing business in its territory may be assigned to such association without additional membership fee to this association.

Sec. 6. No person, firm, corporation or local association shall be admitted to membership in this Association, unless he or it shall receive the two-thirds vote of the whole Governing Board.

Sec. 7. Each member in good standing in this Association shall be entitled to vote in the deliberations of the association in person or by proxy. Each district or local association will be entitled to representation either by delegate or individual members equal to its membership in this association.

## Article III.—Officers.

Section 1. The officers of this association shall consist of a President, vice-President, Secretary, Treasurer and Governing Board, who shall be elected annually. The Governing Board shall consist of the President, Vice-President, Secretary and three members at large, who shall be elected by the association, and one member to be chosen by each local and district association of the State holding membership in this association.

## Article IV.—Duties of Officers.

Sec. 1. It shall be the duty of the President to preside at all meetings of the association, and of the Governing Board.

Sec. 2. In the absence of the President, the Vice-President shall preside, and in the absence of both the President and Vice-President the members shall choose some member to act during the meeting.

Sec. 3. It shall be the duty of the Secretary to record and preserve all minutes of the meetings of the Association and the Governing Board. He shall make a full report to the association at each annual meeting, and perform any other duties required of him by the Governing Board. He shall collect all dues from members and turn over all moneys to the Treasurer of this Association.

Sec. 4. It shall be the duty of the Treasurer to have charge of all moneys of the Association and pay out the same only upon orders signed by the Secretary. He shall report the condition of the finances at each annual meeting of this Association.

Sec. 5. It shall be the duty of the Governing Board to look after the interests of the Association between all meetings; follow the general policy outlined by the members at the annual meetings, transact the necessary business of the Association, investigate all complaints that may come before them and work for their adjustment, make an annual investigation of the books of the Secretary, and the Treasurer, and have all other powers delegated to them by the Constitution and By Laws.

Sec. 6. A majority of the whole number of the Governing Board present at a meeting, or a vote by mail to the Secretary, shall be valid action of the Board.

## Article V.—Amendments.

Section 1. This Constitution may be altered or amended by a two-thirds vote of the members present at any regular meeting.

## BY-LAWS.

## Article I.—Meetings.

Section 1. The annual meeting of this Association shall be held at such time and place as the Governing Board shall designate.

Sec. 2. Special meetings shall be held at such time and place as the Governing Board shall designate.

Sec. 3. A quorum shall consist of fifteen members of the Association, present.

Sec. 4. The Governing Board shall meet at such time and place as they may designate.

## Article II.—Fees and Dues.

Section 1. The membership fee shall be five dollars.

Sec. 2. The annual dues shall be three dollars for each member.

Sec. 3. Annual dues for district and local associations shall be two dollars for each member.

Sec. 4. The dues shall be due and collectible in advance.

## Article III.—Committees.

Section 1. The Governing Board shall select an Arbitration Committee to consist of three members, and a Committee on Membership, the number to be decided by the Governing Board.



## Article IV.—Duties of Arbitration Committee.

Section 1. It shall be the duty of the Arbitration Committee to hear and adjust all differences and agreements of a financial, mercantile or commercial character among members of this association, or between members and non-members when such others assent thereto. All parties to a case submitted to the Committee on Arbitration for adjustment must abide by the decision of the committee.

Sec. 2. Any such person or other person desiring to submit a matter in controversy to the Committee of Arbitration shall file with the Secretary his complaint stating therein the causes of action and the demands claimed. In case the claimant is a non-member he shall sign an agreement to abide by the decision of the committee or the Association, if appealed to that body, and of any counter demand which the defendant may present.

Sec. 3. The Arbitration Committee shall have power to adopt rules for its regulation as to service of copies of complaints, time that shall elapse before trial of a case, citations of witnesses and the manner of submitting testimony, provided, always that such rules shall be designed to give all parties concerned a fair and equal opportunity to bring evidence before the committee and secure justice.

Sec. 4. When from absence or disqualification of regular members of the Committee of Arbitration, or a quorum thereof cannot be formed, the Governing Committee shall be allowed to fill vacancies with any member of this Association. A majority award or finding of this committee shall be binding.

Sec. 5. The Committee of Arbitration shall keep a record of all proceedings, and report same at any meeting if required to do so.

Sec. 6. Right of appeal shall be had from the decisions of this Committee of Arbitration to the Association, whose decision shall be final. Notice of such appeal shall be made to the Secretary in writing within fifteen days from the report of finding of committee.

## Article V.—Additional Duties of Secretary.

Section 1. It shall be the duty of the Secretary to control and conduct all business of this Association pertaining to freight rates, overcharges, demurrage, furnishing of cars and all other matters incident to the relations of this Association or any of its members with the transportation companies.

## Article VI.—Committee on Membership.

Section 1. It shall be the duty of this committee to solicit memberships to this Association, and to take such steps for the welfare of the membership as they may deem necessary.

## Article VII.—Salary and Bond.

Section 1. The Governing Board shall determine and set apart suitable compensation for the services of the Secretary, and shall determine the amount of the bond which shall be given by the Secretary, and the Treasurer.

## Article VIII.—Amendments.

Section 1. These By-Laws may be suspended or amended by a majority of the members present at any regular meeting.

A. E. Clutter, Lima: It is drawing near to time for adjourning and I know there are several gentlemen here who have views they wish to air. We very nearly killed the Hay Association by wasting much time adopting by-laws at St. Louis. Let us avoid that.

H. S. Grimes, Portsmouth: It was my idea, as expressed at Star Island in June, that the State Association should be the parent body, and the local association its assistants. There are lots of local associations bound together and the members conduct their business at a fair profit. The farmers do not always win by fights among the local grain buyers. Generally one of the weak dealers will fail and leave the farmers holding bags for fifteen to twenty-five thousand dollars.

J. I. Smith, Circleville: We have a local association which is about 10 days old. We had one but it failed to accomplish its purpose. Not discouraged by one failure we tried again and I now have hopes of success.

L. W. Dewey, Blanchester: I move that the section relating to the membership fee be suspended for 30 days. The motion was carried.

A. E. Clutter, Lima: In 1891 I had claims for shortages due to leakage amounting to \$400. If you have a good live secretary you can collect just claims and make memberships very valuable. If the railroad will not pay my claim I do not permit my shipments to go over it. If we would all stand together we could force the payment of every just claim.

H. S. Grimes: I move that the matter of adopting an emblem for the association be left to the secretary.

Upon the invitation of the secretary of the Grain Dealers' National Association that the state association send a delegation to the meeting of the National Association in Chicago October 18 and 19, the president, vice-president and secretary were selected by motion to be such delegation to attend the meeting.

A recess of ten minutes to pay dues was taken and many came forward and paid up.

The meeting was called to order, and Mr. Grubbs called for.

E. A. Grubbs, Greenville: Our local association has been running three years and is doing good work. The members are working harmoniously and profitably together with but two or three exceptions. All are very well satisfied with the results attained.

E. W. Seeds, Columbus: I think the sections regarding fees and dues are somewhat muddled. It would burden this association with the labor of caring for the local association without their contributing their share to the support of the association. It is not fair to the individual members.

H. S. Grimes, Portsmouth: I move that this matter of fees and dues be left to the governing committee with power to act.

The convention then adjourned sine die, but several favored holding another meeting before the new year.

## CONVENTION NOTES.

About 60 attended.

Everyone asked, Have you any corn to sell?

The Grain Dealers Journal was represented by Charles S. Clark.

Toledo's Mayer was there, that is the one, who writes the Red Letter.

One man from Boston attended the morning session—J. W. Sanborn.

Pittsburg was represented by D. G. Stewart, C. A. Foster and H. G. Morgan.

Percy Hynson, with the aid of a cane, attended each session, in spite of Rheumatism.

H. S. Grimes: If you want to keep out the scoop shovel man shut him out of membership.

Dewey was there, and the city had brilliantly illumed arches stretched from walk to walk on High street each night.

M. Gunning, Chillicothe: I for one, do not think the requirements for admission to membership are a bit too severe.

H. Hansberger, Millersport: I think it would be unjust to the regular dealer, who keeps open house the year round, to admit the scoop shovel man, who jumps into the market only when

enough grain is moving to permit him to get a carload.

Two railroad men were shaking hands with their many friends—Huntington Fitch of the Erie Dispatch and A. H. Huston of the Union Line.

Columbus was represented by D. McAlister, Jas. P. McAlister, J. W. McCord, E. W. Scott, E. W. Seeds, C. H. Tingley, E. C. Wagner, G. M. Williams, E. R. Woodrow.

The association will be represented at the annual meeting of the Grain Dealers' National Association in Chicago October 18 and 19 by President E. C. Wagner, of Columbus, Vice-President H. S. Grimes, of Portsmouth, and Secretary J. W. McCord, of Columbus.

Tuesday evening those who accepted the cordial invitation of the Columbus dealers met at the office of McCord & Kelley and were taken to Olentangy Park where some enjoyed themselves in the theater and others spent their time vainly trying to roll big, heavy balls down upon a few small pins at the other end of a very long alley. The evening was enjoyed by every one, and especially by the dealer, who became infatuated with the young lady of the Japanese troupe of acrobats.

Among those present were C. F. Barnhouse, Morral; T. T. Beatty, Rattlesnake; O. P. Chaney, Canal Winchester; Philip Chrisman, Bryan; A. E. Clutter, Lima; L. W. Dewey, Blanchester; E. M. Fullington, Marysville; F. Gallagher, West Jefferson; W. B. Gramlick, Kenton; H. S. Grimes, Portsmouth; E. A. Grubbs, Greenville; M. Gunning, Chillicothe; H. Hansberger, Millersport; Wes Hardman, Cable; P. H. Harsha, Portsmouth; H. S. Heffner, Circleville; J. R. Johnson, Baltimore; H. Keck, Bryan; Mr. Knot, Air Hill; Raymond P. Lipe, Bryan; A. G. McDill, College Corner; G. W. Parrill and A. V. Parrill, Bowersville; J. E. Pearson, Sunbury; J. H. Royer, Greenville; F. Reichelderfer, Amanda; J. B. Seymour, Kenton; M. A. Silver, West Jefferson; J. I. Smith, Circleville; E. G. Starr, Delaware; J. J. Stevenson, Amanda; S. M. Thorne, Sabina; Peter Weimer and M. E. Weimer, Rosewood.

Tell me not in mournful numbers  
Large crops are an earthly dream,  
For in Kansas no one slumbers  
When with corn the fields are green.

Corn is real, corn is earnest,  
Sixty bushels is the goal,  
Scorchy winds and drouthy yeather  
Come not now to vex the soul.

The squeeze in September wheat at Chicago has worked an injustice to many holders of wheat at outside points, who sold only as a hedge against decline, a legitimate and commendable business operation. These holders are compelled to buy in at a loss, or to ship in the grain, which cannot be done, except at a loss.

By the squeeze in September corn for Chicago delivery the price of that future has been brought up to 35 cents, which is seven cents too high, compared with the May delivery, storage charges considered. The reasons for the abnormal condition are an enormous short interest. The moral for the elevator man is to put in a drier and manufacture contract corn.



### ADVANCING MONEY—FORM OF CONTRACT.

The harvesting of the new corn crop will bring many regular dealers face to face with that trouble, the same old problem, Shall we advance money to farmers on grain? The majority have long since discontinued the practice, but a few still yield to what they deem the unreasonable demands of competition, and advance to any farmer on any kind of crop, be it ever so uncertain.

Some of the sad dealers know that farmers often borrow money of one and then sell to a dealer much farther from the farm because they owe the accom-

## GRAIN CARRIERS.

The wrecking of the steamer Douglas Houghton in the only available channel has led to agitation for a new canal at the Sault.

The existing freight pool agreements were continued for three years longer at the meeting in Hamburg, Germany, of the North Atlantic Steamship Companies' Union.

The Chicago, Peoria & Southwestern has been incorporated to build a road via Ottawa or Marseilles to Peoria,

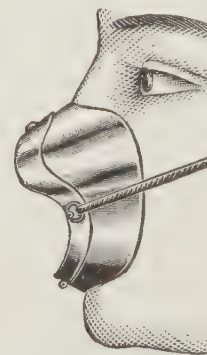
swung the stern against the opposite bank. While in this position the Fritz completed the wreck by crashing into the Houghton and cutting a big hole in its side.

Shipments of grain, flour and provisions from Chicago east during the week ending Sept. 16 exceeded those of any former week of the year. The total was 128,377 tons, or 28,724 tons more than the total for the week previous. A large quantity of grain is held at Chicago until cars can be provided. The car shortage, about which so much is said, can be better appreciated when the shipments at present are compared with the corresponding week a year ago, which were 40,508 tons.

In their recent annual report the directors of the Illinois Central Railroad said: The states traversed by the Illinois Central and the Yazoo & Mississippi Valley railroads, and those west of them, produce the exportable surplus of grain grown in the United States. Every point on these railroads is nearer by rail to New Orleans than to New York, excepting only Chicago, which is precisely 912 miles distant from each of those ports. Of the 2,715,981 tons of grain, flour and other mill products carried by the Illinois Central and the Yazoo & Mississippi Valley railroads during the year ended June 30, 1899, less than 536,841 tons were exported through New Orleans to European and other ports.

### A GOOD DUST SHIELD.

A good pair of lungs is conducive to good health, and it is a good deal easier to take care of healthy organs than to regain them when they are lost. There is nothing that will impair one's health any quicker than breathing foul or dust-laden air, and where one works continually in a dusty place, such as a grain elevator, if he does not have something to prevent this dusty air from entering his respiratory organs he soon gets stuffed up and has to go into the fresh air for a short breathing spell.



The accompanying cut shows the Spencerian Lung and Throat Shield, which is indispensable to all who have work that brings them in contact with dust-laden air. This little shield contains a filter that is made of absorbent cotton, spread evenly between two wire screens which hold the cotton in place. In the thickest dust this cotton need be replaced only occasionally. The shield is light, fits the face snugly, allows free respiration, and gives the wearer plenty of air. Every one who is exposed to dust, whether irritating or otherwise, should use a throat and lung shield while so exposed.

S..... Illinois, 18....

In consideration of.....dollars, the receipt of which is hereby acknowledged, and of the agreement by.....to settle for the grain hereinafter described at the same price he is paying for other grain of like kind, grade and quality, at the time of delivery, and pay for the same at said rate less the amount hereby received for, I have this day sold to said.....the following

.....said.....to remain in possession of the seller until delivered to said.....which delivery shall be made by said.....

.....on or before the.....day of.....18.... from the field or farm, and it is further agreed by the seller that at the time said grain is delivered and settlement is had therefor, out of the proceeds thereof, said.....

.....shall be paid seven per cent. interest from date on the sum of money received as aforesaid. ....

Accepted by me this..... } ..... [SEAL]  
day of.....18.... } ..... [SEAL]

This lien was acknowledged before me by.....and entered by me this.....day of.....18....

.....J. P. [SEAL]

modating dealer near to home. Yet those same dealers keep right on lending, not because they want to do it, but because they have not backbone enough to stop it of their own accord and have not confidence in the word of competitors who are anxious to stop.

A few make a good profit by advancing money to the farmers, but they go about the lending in a formal, business-like manner; money lending becomes a branch of their business. Their success is not possible to all dealers or all localities, but it serves to emphasize the necessity of doing well what you do do.

On this page will be found the form used by one of Illinois' most successful dealers, Edwin Beggs, of Ashland. We would be pleased to receive copies of forms used by other dealers and trust all will let us have their criticisms of the different features of the forms published.

William E. Hennig, the Chicago bucket shop man, was released from jail Sept. 12, after nine months' imprisonment for fraudulent use of the mails.

through Rushville and Mt. Sterling to East Hannibal.

The Chicago and seaboard lines have given notice to the Chicago and St. Paul lines that they will not continue to make as low rates on flour as on grain for export.

The Milwaukee Chamber of Commerce has petitioned state railroad commissioners to readjust grain rates, that Milwaukee may obtain its share of the Wisconsin crops as compared with Chicago.

Lake shipping interests suffered \$1,000,000 loss by the obstruction of the Sault canal by the sinking of the ore laden steamer Douglas Houghton. All traffic to and from Lake Superior was tied up from Sept. 5 to Sept. 10. A couple of hundred vessels were delayed one to five days.

While passing through the narrowest part of the Sailor's Encampment Channel above the Sault canal, the steamer Douglas Houghton, with the schooner Fritz in tow, became unmanageable, owing to the breaking of the wheel chains operating the rudder. The bow drove into the rock while the current



# THE SUPPLY TRADE

Don't assert in tones of sorrow  
Advertising does not pay.  
Try it now, be enterprising,  
Put your ad. in right away.

The Union Iron Works, Decatur, Ill., is now making a portable "Western" Corn Sheller for field use.

The Columbus Machine Co., of Columbus, O., had its gas and gasoline engines on exhibition at the Ohio state fair.

The Jas. Leffel & Co., manufacturers of steam plants, especially adapted to use of elevator men, are enlarging their shops at Springfield, O.

The feeling is growing among the large interests that prices have risen close to the danger point, if indeed, they have not gone beyond it.—Iron Age.

Fairbanks-Morse gas and gasoline engines, Fairbanks' scales and a full line of trucks, etc., were exhibited at the Indiana state fair by Fairbanks, Morse & Co., of Chicago.

A Davenport (Ia.) newspaper makes the statement that the J. Thompson & Sons Mfg. Co., Beloit, Wis., are looking for a new location and were attracted to Davenport by its shipping facilities.

On September 1 the Edward P. Allis Co., of Milwaukee, voluntarily raised the wages of its mechanics 5 per cent. This affects about 2,000 men, and means a difference of about \$15,000 per month to the employees.

The Marseilles Mfg. Co., Marseilles, Ill., had a complete line of their New Process Dustless-Cylinder Corn Shellers, warehouse shellers and cleaners, feed grinders and horse powers at the Indiana state fair. H. R. Adams was in charge.

The Willford Mfg. Co., Minneapolis, Minn., recently removed its offices from 223 Third street, south, to 302 Third street, south. The new offices are larger and more commodious and afford better room for the display of the Willford line of machines.

Barnard & Leas Mfg. Co., Moline, Ill., write: We have recently sold to F. H. Peavey & Co. 12 No. 1 Victor Corn Shellers and 12 No. 1 Cornwall Corn Cleaners. We look for a heavy trade in corn shellers and cleaners this fall, as well as a large demand for elevator machinery generally.

It is so difficult to get orders for some lines of machinery filled, that the first question of prospective buyers nowadays is—not how much is it, but when can I get it. This is causing many would-be buyers to postpone purchasing, and they are making the old machines do for a time, others are putting in second-hand machines.

Will W. Dodge, treasurer of the Dodge Mfg. Co., Mishawaka, Ind., died at his home in that place Sept. 1 in the thirty-ninth year of his age. Mr. Dodge was identified with this company since its organization and was a large contributor to its success and prosperity. He had a large circle of friends who will mourn his untimely death.

The annual picnic of the employees of the S. Howes Co., Silver Creek, N. Y., given by the president of the company, L. Barbeau, and his wife, took place September 7. Between three and four hundred participated in the day's outing. A well filled program of athletic sports was carried out and the prizes were awarded by Mr. Barbeau. In the

afternoon a band rendered music and at 3 o'clock the feast was spread. All enjoyed the day.

## HESS PNEUMATIC CONDITIONER.

So much grain has deteriorated during the last year, as the result of its heating and getting out of condition, that grain shippers and track buyers have suffered heavy losses. Many cars of corn which contained more than the usual amount of moisture were loaded in apparent good condition last spring, yet when they arrived at destination they were steaming. A few were delayed so long that it was necessary to use picks to get the corn out of the

be blown out of the grain. It handles the grain gently, never breaks it as is done in transferring. When the air is very dry it will do effective service as a drier. The price of the machine is so low as to be within the reach of every elevator operator, and its work is so profitable that none can afford to be without it.

## THE CORNWALL CORN CLEANER.

Probably the largest crop of corn this country has ever produced is now maturing, and in the general prosperity of the country many new elevators are being erected, so there will be, without



Hess Pneumatic Conditioner.

cars. Only recently barley and oats have arrived in central markets in a heating condition. The grain had been shipped before going through the sweat, and the shipper lost heavily.

So much trouble from these causes naturally has resulted in the perfecting of a machine which will save and restore to grade grain which is in the sweat or begins to heat. This machine, which is illustrated herewith, is called the Hess Pneumatic Conditioner. It is designed to cool hot grain, to sweeten musty grain and to blow grain which needs airing. It is said to do this work without reducing the weight of the grain and at a nominal cost, so it is within the reach of every country elevator man.

The No. 2 Conditioner, illustrated herewith, will take care of 3,000 to 5,000 bushels of grain per day, and requires but 1½ to 2-horse power to operate it. If desired the dust and screenings may

doubt, a large demand for corn shelling and corn cleaning machinery.

The Cornwall Corn Cleaner, manufactured by the Barnard & Leas Mfg. Co., of Moline, Ill., is a sieve machine designed to separate the cobs from shelled corn and for cleaning corn for market. The sieves are made of sheet steel and of special construction, which is covered by United States patent, and the sieve is of such form that it will not clog in separating the corn from the cob as they come from the sheller. The sieves are made adjustable, and sieves suitable for other kinds of grain can be used. It is adapted for cleaning oats, using the corn sieves for this purpose. The manufacturers claim that the oats will weigh several pounds heavier to the bushel after running through this machine, with very slight wastage. It requires little power to run it, is strongly built and consequently very durable.



# GRAIN TRADE NEWS.

## CANADA.

Wheat is moving from Southern Manitoba to Lake Superior.

D. Horn, of Winnipeg, Man., has been promoted to chief grain inspector.

The Darlingford Elevator Company has been incorporated at Darlingford, Man.

The government has issued a set of twenty regulations explanatory of the new grain inspection act.

The Canadian Pacific has let contracts for building fifty-six miles of road from McGregor, Man., to A. D. McRae.

Contracts have been made for the construction of the North Lanark Railway between Mile Lake and Arnprior, Ont.

The Barnard & Leas Manufacturing Company has sold a No. 3 elevator separator to the Waterous Engine Works, Winnipeg, Man.

Late estimates of the Manitoba wheat crop are larger than those given out earlier. Premier Greenway has raised his estimate from 50,000,000 to 60,000,000 bushels.

R. W. Burrell's grain elevator at Caledon East, Ont., was burned Sept. 7, together with 4,000 bushels of grain owned by farmers. Loss, \$3,200. It was the work of an enemy.

The final Canadian Pacific Railway crop bulletin for this year reports that wheat in every district was cut free from any damage by frost. The weather has been favorable for threshing and stacking.

The new grain standards board east of Port Arthur is composed of W. D. Matthews, Thomas Flynn, H. N. Baird, J. L. Spink, C. B. Watts, and John Carrick, Toronto; Isaac Lake, Hamilton; E. F. Craig, Charles B. Esraile, Alexander McFee, Montreal; William Brodie, Quebec; and John I. A. Hunt, London. The secretary of the Board of Trade, Toronto, will be ex-officio secretary.

The Winnipeg Grain Exchange has arranged for the grading of flax seed as follows: No. 1 Northern Flax Seed—Shall be mature, sound, dry and sweet, free from mustiness and containing not more than 10 per cent of damaged seed, and have a weight of not less than 53 pounds to the measured bushel of commercially pure seed. No. 2 Manitoba Flax Seed—Shall be the same as No. 1, except that it may contain not more than 20 per cent damaged seed and weigh 50 pounds to the measured bushel. Rejected Manitoba Flax Seed—Flax seed that is immature, musty or containing more than 20 per cent damaged seed, and not too damp for temporary storage, shall be rejected. No Grade Manitoba Flax Seed—Flax seed that is warm, mouldy, very musty, too damp, or in anywise unfit for temporary storage, shall be classed as "no grade," with the inspector's notation as to quality and condition.

## ILLINOIS.

James Barker has opened his elevator at Green Valley, Ill.

Titus Bros. have completed their new elevator at Seward, Ill.

Harry Booth will take charge of an elevator at Leonora, Ill.

Andrews Bros. will rebuild their burned elevator at Walnut, Ill.

Marsh & Wood have begun work on a new elevator at Wolfs Crossing, Ill.

Hayward Bros. of Cropsey, Ill., have put in a new elevator to fill their oats bin.

Reyland & Luly's new elevator at Alton, Ill., received its first load of grain Sept. 11.

Fred T. Rolph has sold his grain, lumber and coal business to Chicago parties.

Donaldson & Richter, grain dealers at Charleston, Ill., have been succeeded by the latter.

J. S. Greer & Son's grain and implement house at Mt. Vernon, Ill., recently was burned.

At Wyand, Ill., Sept. 14 over 150 teams were in line at the elevator waiting to unload.

W. P. Myrick has succeeded Harry King as manager for the Cleveland Grain Co., at Tuscola, Ill.

The P. H. Rice Malting Co., of Chicago, has obtained a loan of \$150,000 secured by trust deed on real estate.

Sutherland & Schultz of Astoria, Ill., will increase their line of elevators to five by the erection of a house at Dunfermline.

Kirchoff Bros., of Hampshire, Ill., are putting in new scales at elevator, removing the old ones to their Stark Station branch.

All regular grain dealers will be welcome at the annual meeting of the Grain Dealers' National Association in Chicago, October 18 and 19.

A. W. Weimer has purchased the grain business of Newton McBroom at Geneseo, Ill., and also Sand's half interest in the lower elevator.

W. W. Schockey, contracting millwright, of Decatur, Ill., is now at Ivesdale, Ill., finishing two elevators, one for Henry Hannon and one for I. M. Camp.

F. G. Ely of Chicago, received a big car of oats Sept. 6. It contained 70,420 pounds, or 2,200.20 bushels, and was transferred from car No. 51,182 at the Michigan Central transfer elevator.

Mr. Harrington, grain dealer at Wyand, Ill., has made an assignment with heavy liabilities. The failure is attributed to his habit of paying more than the market price. Too much overbidding.

William H. Dickinson and Charles B. Lewis have purchased the grain elevator, lumber and coal of A. B. McCrea at Creston, Ill., and will conduct the business as Dickinson & Lewis. Mr. McCrea has retired after 30 years of success.

W. J. Culbertson, of Paris, has bought a Barnard & Leas Receiving Separator, which he will put in his ele-

vator at Vermillion, Ill. Other improvements also will be made. The sale was made by W. H. Caldwell, the Chicago agent of the Barnard & Leas Co.

The Barnard & Leas Mfg. Co. has sold Victor shellers to the Webster Mfg. Co., and Weller Mfg. Co., of Chicago; a No. 33 special grain separator to W. J. Culbertson, Paris, Ill., and two No. 88 perfected separators and three No. 4 elevator separators to the Macdonald Engineering Co., Chicago.

Barrett, Farnum & Co., grain commission brokers on the Chicago Board of Trade, have failed. On their own account they sold short several million bushels of wheat during the past two months, but without materially depressing prices, and were forced to buy in at a loss of about \$200,000. Their failure involved nearly every firm on the Board for sums ranging from \$1,000 to \$10,000. Two firms were forced to suspend. Mr. Barrett was a director.

B. B. Minor, of Indianapolis, Ind., informs us that his elevator at Muncie, Ill., was burned Sept. 5, with about 20,000 bushels of corn and oats. This was one of the best equipped elevators on the P. & E. division of the Big Four, and will cost 35 to 40 per cent more to rebuild than when erected two years ago, owing to the higher cost of material. The loss exceeds the insurance by \$5,000. On the same ground Mr. Minor lost an elevator by fire Aug. 15, 1897.

The government crop report for Illinois for the week ended Sept. 18 says: The dryness caused delay in plowing and seeding and dried out corn rapidly. All early corn is beyond frost injury, mostly too dry to cut; medium late and late corn is being cut; much of the crop is now in shock; all corn will be safe from frost within ten days, as previously estimated. A fine crop is general. In west central counties considerable wheat has been sown, also some rye and timothy, but in central and southern counties work is but well begun, with fears of damage by grasshoppers, which are very bad and have already injured meadows badly.

## INDIANA.

The Born Elevator at Star City, Ind., is being enlarged.

Grain trade news items are always welcome.

A. S. Galbraith & Sons, Burney, Ind.: Corn crop in this section will be good.

The Western Indiana Division of the Grain Dealers' National Association will meet at Lafayette, Oct. 3.

A. S. Galbraith & Sons, of Burney, Ind., will remove their flour mill machinery and arrange for an elevator.

Samuel Love, dealer in grain and hay at Leroy, Ind., suffered loss by fire recently. Loss, \$6,000; insurance, \$1,400.

The elevator and mill of Klenck Bros., at Oakland City, Ind., was burned Sept. 9, together with 10,000 bushels of wheat.

Samuel Swisher, of Campbellstown, has bought the elevator, dwelling and store of W. Smalley at New Hope station, Ind.

William Fitzmaurice of Winchester, Ind., has leased ground at Ridgeville, Ind., on which to erect an elevator costing \$3,000.

The elevator at Crouch, Ind., on the Erie, has been purchased by E. W. Wagner & Co., of Chicago, who will equip it with clippers and cleaners.



After their elevator was burned recently, John B. Ross & Co., of Brookston, Ind., put up a temporary elevating outfit run by a traction engine.

The grain dealers on the Chicago division of the Big Four, between Kankakee and Templeton, had a meeting at Fowler, Ind., Sept. 12, to consider ways and means of getting cars to move the oats and other grain in store.

M. E. Harris, Cowan, Ind., Sept. 19: Corn crop better than '96; promises an early movement also; now out of danger of frost. Wheat sowing progressing nicely; usual acreage to be sown; ground in good condition this year; crop closely sold off.

D. L. Thompson's grain elevator at Dayton, Ind., on the Lake Erie & Western, was burned on the afternoon of Sept. 9. A considerable quantity of grain was destroyed, also three box cars. It is hoped Mr. Thompson's loss is not severe, and that he will rebuild.

The Barnard & Leas Manufacturing Company has sold F. E. Stader, of Evansville, a Little Victor corn sheller and cleaner, McGee & Barlow, of Sharpsville, a No. 2 Victor sheller, and Crabb & Reynolds, of Crawfordsville, a No. 2 Victor sheller and No. 2 Cornwall cleaner.

The Churchill-White Grain Company's new cleaning elevator on the three I's, at South Bend, Ind., is nearing completion. While planned for 20,000 bushels, it is now the intention to build an annex with 65,000 bushels storage capacity. The company is building a number of small elevators along the three I's road, and expects to have eighteen completed this year.

F. K. Swan, of Wadena, Ind., Sept. 12, sent us a half-bushel sample of new ear corn picked at random in a field that had been under continuous cultivation for 25 years. The yellow ears are well filled at the small end, with regular rows on a large cob. The white corn has long kernels on a small cob and will shell out very heavy. The sample is very far along toward maturity for this season of the year and is out of danger of frost. When shown on the floor of the Board of Trade the sample excited considerable interest.

Every regular dealer in Western Indiana should make a special effort to be present at the meeting of the Grain Dealers' Association in Lafayette, Oct. 3. Local matters have come up that must be disposed of harmoniously if the coming corn crop is to be handled with profit. Come and meet your brother dealer. Mutual confidence and better acquaintance lead to good feeling. Don't be afraid of anybody. Make friends with your competitor and you will learn that he is as anxious as yourself to do business with a fair margin. This meeting gives everyone a chance to get acquainted. The Lafayette dealers have provided for a banquet and guarantee everybody a good time.

In his annual report Jacob W. Smith, secretary of the Indianapolis Board of Trade, says "As an evidence of the rapid and steady growth of our city and its business, the local consumptive trade in all kinds of feed and grain is now as great as before the advent of electricity, which displaced so many street car mules and horses at that time. While the shipping trade for hay is much less than formerly, it is mainly because of discrimination in freight rates as compared with grain rates. Both formerly took the same rate." Practically all

the grain received is consumed locally. The 1898 receipts were: Wheat, 2,648,000 bushels; corn, 6,509,000; oats, 1,377,000; rye, 8,700; barley, 9,200.

## IOWA.

Attend meeting at Council Bluffs, Oct. 5.

James Green is not dealing in grain at Sheffield, Ia.

Send us the grain trade news items of your district.

I. C. Russell has removed from Wiotota to Marion, Ia.

Baxter & Harper are not in the grain business at Sac City, Ia.

G. F. Thomas has removed and is not buying grain at Swea City, Ia.

N. P. McLain has discontinued the grain business at Rock Valley, Ia.

Reuben Yeisley, of Woodbine, Ia., has been out of the business for two years.

Mall & Tatge have succeeded W. A. Mall in the grain business at Luzerne, Ia.

Grantz & Gloe are out of the grain business at Walnut, Ia., and their elevator is idle.

James A. Burch has succeeded William Wells in the grain business at Braddyville, Ia.

Eugene Colburn has purchased the business of the Sergeant Bluff Elevator Co., Sergeant Bluff, Ia.

J. W. Carden, of New London, Ia., will engage in the grain business at Geneva, Franklin county.

At Sibley, Ia., Armin & Shell, Harris Elevator Co. and E. Arends have gone out of the grain business.

S. Melick is the successor of Melick & McLain at Whitten, Ia., the latter having gone out of the business.

E. Leckband is managing the recently completed elevator at Adair, Ia., for the Davenport Elevator Company.

The elevator on the Rock Island at Homestead, Ia., well filled with corn, oats and barley, was burned Sept. 12.

The elevator at Wilton, Ia., received during the first week of September 140 loads of grain, and shipped 7,000 bushels.

Pritchard, Stone & Co. have been granted a site for an elevator at Terril, Ia., on the new Minneapolis & St. Louis Railroad.

Having succeeded the J. A. Carton Co., the Wellsburg Grain & Stock Co. is the only concern buying grain at Wellsburg, Ia.

William D. Felton of Neola, Ia., informs us that John Lafferty is building an elevator at that place of 6,000 bushels capacity.

The Dysart Grain Company, Dysart, Ia., has purchased a No. 3 elevator separator of the Barnard & Leas Manufacturing Company.

Schoeneman Bros. are the successors of Cressler Bros. in the grain business at Scranton, Ia. Phelps & Son went out of business years ago.

Webster City, Ia., is well supplied with scoop shovel grain dealers. These are B. Fenton, L. F. Houck, J. B. Kelley and Carson & Ely.

Geo. A. Groves, of Port Huron, Mich., has taken possession of the elevator at Arion, Ia., recently purchased of L. C. Butler by the McMorran Milling Co.

W. D. Marsh of Waltham, Minn., has removed to Devon, Ia., where he has purchased a grain house and will engage in the grain and stock business.

Arrange to attend the annual meeting of the Grain Dealers' National As-

sociation in Chicago, October 18 and 19. All regular grain dealers will be welcome.

The Davenport Elevator Company's new 500,000-bushel elevator, at Davenport, Ia., will be equipped with 2 oat clippers, 2 separators, 2 flax reels, large sheller and cleaner.

A number of the regular grain dealers in the list of regular dealers published, as will appear from installment of list published elsewhere in this number.

The only regular dealers at Shellsburg, Ia., are Miller & Hughes, who have a 10,000-bushel elevator on the B., C. R. & N. An irregular shipper at this point is making a great deal of trouble.

Send us list of the regular grain dealers at your station and help to discourage Tom, Dick and Harry. Anybody jumping into the grain business where the farmers are marketing large quantities.

Although H. C. Herr is not attempting to do a grain business at Wellman, Ia., he is said to be receiving card bids from several firms. A waste of postage and a cause of trouble for the regular dealers of the town.

Miles Doran's elevator on the Muscatine Western at Nichols, Ia., was burned on the night of Sept. 7, with 3,000 bushels shelled corn and two cars of corn on track. The building was insured, but not the contents.

Scott & Patty are said to be attempting to conduct a scoop shovel grain business at Redfield, Ia. They have shipped but a few cars. Unless they have some facilities for handling grain the regular dealers at that station should be observing, collect a few facts and place the matter in the hands of their association.

H. Grevsmuhl, Audubon, Ia., Sept. 12: The wheat threshing turns out disappointing, from 8 to 15 bushels to the acre. Some of the wheat is very good, and some No. 4. The oat yield is about the same, but generally of good weight and color. The corn crop I must say is good. Late planted has suffered from the hot weather and we cannot count much on that.

Secretary E. L. McClurkin, of the Southeastern Iowa Grain Dealers' Association, informs us that President J. W. Carden has appointed the following members to form the delegation from that association to the annual meeting of the Grain Dealers' National Association in Chicago, October 18 and 19: Charlie Fye, Mt. Union; Geo. Carter, Pekin; E. A. Miller, Parkwood; H. B. Davison, Wapello; H. R. Williams, Yarmouth; H. H. Reipe, Sperry, and Wm. Butler, Morning Sun.

G. A. Stibbens, secretary of the Grain Dealers' Union of Southwestern and Northwestern Missouri has sent out a general invitation to regular shippers and receivers in which he says: The grain Dealers' Union will hold a general meeting at the Grand Hotel, Council Bluffs, Iowa, Thursday, Oct. 5, 1899, at 1:30 p. m. We give all regular grain dealers, track buyers, brokers and commission merchants a cordial invitation to attend. This meeting will only take you away from your business one day, and you cannot afford to miss it, as we will have the largest attendance in the history of the organization. Dealers are beginning to realize that association work has worked wonders for the trade,



and we are receiving better support from all sources than ever before. We are just on the eve of handling one of the largest corn crops that was ever raised, and it is very important that we get started right, and the way to do this is to get together and talk matters over. Bidding scalpers is a thing of the past, but we have a few commission houses that persist in receiving shipments from irregular dealers, which cause the trade some annoyance, and we desire to say to such firms that stringent measures will be adopted at this meeting, and the matter will be fully discussed from all standpoints. We are very anxious that this class of commission merchants be on hand to support their side of the question, because this question must be settled, and settled right.

### KANSAS.

At Lovewell the Kansas Grain Company will build a 10,000-bushel elevator.

Benedict & Co., of St. Paul, have purchased the elevator of Busby & Smith at Parsons, Kan.

C. F. Orthwein's Sons, grain exporters, of Kansas City and St. Louis, Mo., will build 10 elevators in Kansas.

H. P. Reed, formerly in the grain business, took his own life by hanging, Sept. 9, at Wichita, Kan. He was insane.

The elevator at Lyndon, Kan., is undergoing repairs and a general overhauling to be ready to commence on the new corn crop.

Interested with John W. Cain in the purchase of M. G. Heald's elevator at Lancaster, Kan., is J. L. Woodhouse, also of Atchison.

F. P. Miller, Chetopa, Kan.: We bought last week the crop of red oats off 18 acres, yield 1,444 bushels. Our corn crop is No. 1; wheat very poor.

J. A. May, well known locally, will have charge of the new elevator and corn mill at Turon, Kan., for the H. L. Strong Grain Company, of Coffeyville.

Ryan Bros. cattle feeders, will build a 20,000-bushel corn elevator at Leavenworth, Kan. The plant will include a feed mill to grind 1,000 bushels per day.

Pickerill & Hill of Claflin, Kan., have taken out the 3 h. p. Fairbanks-Morse gasoline engine at their elevator and put in a 22 h. p. of the same manufacture.

H. H. Clark, formerly of Decatur, Ill., will build a number of grain elevators and cottonseed oil refineries in Kansas. The first of these plants is about to go into operation at Kansas City, Kan.

The Wellington branch of the Grain Dealers' Association of Kansas, held a well attended meeting in Wellington, Sept. 19. A banquet was tendered the visiting members in the parlors of the Arlington Hotel at the close of the meeting.

F. H. Peavey & Co. will expend \$125,000 in the construction of a line of thirty elevators with corn cribs on the line of the Union Pacific as far west as Colby. J. H. Tromanouser is supervising the work, and has eleven gangs of carpenters employed.

The Barnard & Leas Manufacturing Company has sold No. 2 Cornwall corn cleaners to L. Cortelyou, Muscotah, Thompson & James, Soldier, and Miltner Grain Company, Wichita, Kan., also No. 1 Cornwall cleaner and Victor sheller to Barnard Machinery Company, for Preble, Lane & Co., Agenda, Kan.

Pickerill & Hill, of Claflin, Kan., inform us that the Claflin Elevator Company has completed its 6,000-bushel house. L. J. Bailey has commenced work on a 4,000-bushel elevator. The new stone engine room of the Claflin Grain Company is finished.

The Hunter Elevator Company, of Wellington, Kan., writes: We are now building one 5,000-bushel elevator at Braman, O. T.; one 5,000-bushel elevator at Danville, Kan., and one 5,000-bushel elevator at Alva, O. T. We have also just contracted for a large elevator to be built at Wellington, Kan., in addition to the elevator that we already have here. The elevator that we have contracted for here is for the purpose of handling grain rapidly, and we expect to put in one that we can handle 50 cars per day, and use the elevator that we now have for loading out wheat, which will increase our capacity for handling grain to 50 cars per day, at this point. That is, for unloading, cleaning and reloading. Kramer Bros., of this city, have just completed a 60,000-bushel elevator at this point. They are also building a 5,000-bushel elevator at Alva, O. T., and a 5,000-bushel elevator at Tonkawa, O. T.

### MARYLAND.

President J. Hume Smith, of the Baltimore Chamber of Commerce, has appointed a committee to arrange for the next annual convention of the National Hay Association.

We have received the annual report of the Baltimore Chamber of Commerce for 1898, containing the constitution and by-laws and all rules and regulations of the Chamber. The report of the president, J. Hume Smith, dwells on railroad discrimination and the lack of terminal facilities at that port for transferring grain from car to boat. The receipts of grain, 81,319,000 bushels, and the exports, 73,202,000 bushels, were greater than during any previous year in the history of the port. The exports included 18,542,000 bushels of wheat, 45,096,000 of corn, 4,859,000 of oats, 4,581,000 of rye, 19,000 of barley, and 102,505 bushels of clover and timothy seed.

### MICHIGAN.

Grain trade is dull at Port Huron, Mich.

A grain elevator is to be built at Olivet, Mich.

Joseph Wellman has leased the Putnam elevator at Clio, Mich.

Late corn and buckwheat was damaged by a hard frost in Michigan, Sept. 13.

The Botsford Elevator Company's plant at Port Huron, Mich., is being repaired.

W. Simmonds, of Gladwin, Mich., is enlarging his elevator with a 60-foot addition.

The Welch Grain Company, of Chelsea, Mich., have made improvements at the old Taylor elevator.

Henry K. Lincoln, formerly engaged in the grain business at Detroit, Mich., died Sept. 7, aged 60 years.

Fire at Flushing, Mich., Sept. 14, badly damaged the elevator of J. E. Ottaway. Loss, \$8,000; insurance, \$5,000.

It is expected that the new elevator at Ludington, Mich., of the Flint & Pere Marquette Railroad, will be completed Nov. 1, in readiness for the winter traffic across Lake Michigan.

The grain elevator at Claggettville, Mich., has been purchased and will be operated by the Sherman Drug Company.

Guard, Fairfield & Co., of Saugatuck, Mich., have purchased a No. 32 special grain separator of the Barnard & Leas Manufacturing Company.

The Michigan crop report for September, issued by Justus S. Stearns, Secretary of State, gives the quality of wheat at 75 per cent. Of the 1898 crop 12 per cent is still in farmers' hands. The total number of bushels of wheat reported marketed by farmers in August at the flouring mills is 369,001, and at the elevators 343,662, or a total of 712,663 bushels. Of this whole amount 613,084 bushels were marketed in the southern four tiers of counties, 65,941 bushels were marketed in the central counties, and 33,638 bushels in the northern counties. At 66 mills and elevators from which reports have been received, there was no wheat marketed in August. The total amount of wheat shipped by railroads from the various stations, as reported for July, is 357,492 bushels. The crop of beans has been prematurely ripened in a good many places. The probable yield of the bean crop as compared with an average is, in the southern counties 77, in the central counties 84, in the northern counties 100, and for the State 81.

### MINNESOTA.

An elevator is to be built at Miles, Minn.

R. F. Brett will build a 3-story linseed oil mill costing \$20,000 at St. Paul, Minn.

William Lockwood of Edgerton has bought ground at Pipestone, Minn., on which to erect an elevator.

Byrnes Bros. have leased the Woodworth elevator at Hadley, Minn., and placed C. Friske in charge.

At Redwood Falls, Minn., a large elevator is being built by G. W. Van Dusen & Co., of Minneapolis.

Attend the annual meeting of the Grain Dealers' National Association in Chicago, October 18 and 19.

Having sold its property, the National Elevator Co., of Winona, Minn., is rapidly closing its business.

Owing to high water in Superior bay some of the elevators had to use pumps to keep their receiving sinks dry.

Geo. T. Harris of Hartland and the Barnard & Record Co. have purchased elevator separators of the Barnard & Leas Mfg. Co.

Charles A. Pillsbury of Minneapolis, a prominent miller and large dealer in wheat, died suddenly Sept. 17, at his home in that city.

High lake freights are hurting the grain trade of Duluth. The Chicago market being considerably higher, is attracting the grain.

Albert Rothschild, who purchased the Hyke elevator at Luverne, Minn., is recovering from the effects of an operation for appendicitis.

C. W. Pool, formerly of the state grain department, and William Chesney have engaged in the commission business as Chesney & Co.

Work is being pushed on the new 25,000-bushel elevator being erected at the new town of Jeffers by Wheeler & Hanson, of Lamberton, Minn.

A. Hoidale of Dawson, has been appointed assistant supervising inspector of country elevators, with headquarters



at St. Paul, Minn. J. F. Eby has been promoted to registrar at Duluth, Minn.

Spring wheat is not coming forward as fast this year as it did a year ago. So far the total movement at the four principal spring wheat markets amounts to 20,930,211 bushels, compared with 23,153,634 bushels a year ago.

The Barnard & Leas Mfg. Co. has sold F. H. Peavey & Co. 12 Victor shellers and 12 Cornwall cleaners, and the Willford Mfg. Co. a No. 4 warehouse separator and a Little Victor corn sheller and cleaner combined.

The request of Follett Bros., of Sherburn, Minn., for an elevator site at Triumph, Minn., has been refused by the Northwestern, on the ground that there are already too many dealers at that station. This is sensible.

Samuel Morse of Minneapolis has formed the Morse Grain Co., to do a commission business. Although recently engaged in milling, Mr. Morse is an old grain man, having formed the firm of Morse & Sammis many years ago, which was succeeded by G. W. Van Dusen & Co.

The Winona Republican estimates that firms having their headquarters at Winona, Minn., handled 12,000,000 bushels of grain during the crop year ending Sept. 1. H. J. O'Neill handled 3,518,000; Interstate Elevator Co., 4,168,000; Bay State Mill Co., 768,000; Marfield Elevator Co., 2,300,000; and nine others, 100,000 to 200,000 bushels each.

High lake freights are causing a great deal of uneasiness to grain shippers at Duluth and they are taking a gloomy view of the outlook. The high ore rates prevailing have forced grain rates above the rates out of Chicago so that the Duluth market is out of line with the seaboard. This may have a tendency to turn more of the wheat that ordinarily would go to Duluth to Minneapolis.

A genuine steel elevator will be built at Minneapolis, Minn., the working, receiving, cleaning and shipping departments all being constructed of this metal. As this is the first one of the kind in the world, the company has been appropriately named the Pioneer Steel Elevator Co. Capital stock, \$200,000; incorporators, Charles E. Thayer, of Minneapolis; George E. Archer, of St. Paul; George F. Puper, of Minneapolis; Walter D. Douglass, Cedar Rapids, Ia.; J. L. Washburn, Duluth.

The quality of the spring wheat varies a great deal this year—much more so than in late years. The wheat from the southern part of this state is largely soft and bleached. It is a common thing for some No. 3 wheat from the north to sell above the No. 2 wheat from the south and No. 2 to sell above the No. 1 northern. The hard wheat is in very active demand and sells at a considerable premium over the regular wheat. The first two weeks of the new movement the quality of the wheat received was largely low grade. Of late there has been a great improvement due to the favorable weather.—Minneapolis Market Record, Sept. 19.

The Minnesota weekly crop bulletin of Sept. 18 says: Stacking is generally finished, and threshing from the shock is well advanced. Some threshing has been done from the stack, but in some of the central counties, where the August rains were so heavy, the stacks are still damp. Flax is ripe and most of the crop is in stack. Corn is fully matured, and nearly all that is to be cut

is now in shock; a little husking has been done. Sugar beets are reported to be a good crop. Plowing is going on satisfactorily. The seeding of winter rye and wheat is nearing completion; the early sown are up well. Pastures have been very good this fall, though a little short in parts of the southwest at present, and cattle will go into winter quarters in splendid condition.

## MISSOURI.

Readers will confer a favor by sending us notices of new elevators, new firms and business changes.

The privilege of stopping grain and milling in transit has not yet been restored to Kansas City.

The Barnard & Leas Manufacturing Company has sold W. Joachim, Chamois, Mo., 1 No. 3 warehouse separator.

The Conner Milling and Elevator Co., of Holding, Mo., recently suffered \$20,000 loss by fire. Insurance, \$10,000.

The September crop report of the Missouri Board of Agriculture gives the yield of corn at 30 bushels per acre, 196,611,000 bushels for the State, against 190,411,000 in 1898.

Geo. H. Morgan, secretary, presents a comprehensive review and detailed statistics of the trade and commerce of St. Louis, in the annual statement of the Merchants' Exchange. The receipts of grain at St. Louis for 1898 were 54,273,000 bushels, against 57,600,000 in 1897 and 51,134,000 in 1896. In detail the receipts were: Wheat, 14,240,000 bushels; corn, 26,733,000; oats, 10,725,000; rye, 571,000; barley, 2,001,000; and flax seed, 553,000. Receipts of castor beans were 30,562 sacks and 116,350 bushels. St. Louis has ten public elevators with a storage capacity for bulk grain of 9,100,000 bushels.

## NEBRASKA.

Delaney's elevator at Harvard, Neb., narrowly escaped destruction by fire Sept. 14.

H. H. Norcross has built a 20,000-bushel warehouse at Adams, Neb., and is filling it with oats.

A site for Meyer's, the third, elevator at Superior, Neb., has been surveyed by the railway company.

At South Ravenna, Neb., J. H. Hughes & Co., have installed a Fairbanks-Morse gasoline engine in their elevator.

The McVicker Grain Co. has been incorporated at Omaha, Neb., with \$50,000 capital stock, by Charles McVicker, D. D. Frazee, Frank B. Green and J. W. Johnson.

The Nebraska Association will probably be represented at the annual meeting of the Grain Dealers' National Association by its president, vice president and secretary.

The Barnard & Leas Mfg. Co. has sold J. A. Campbell & Son, of Lincoln, a No. 2 Cornwall corn cleaner and No. 4 warehouse separator; Torpin Grain Co., Oakdale, one Little Victor corn sheller and cleaner combined; Great Western Mfg. Co., for O. A. Cooper, Humboldt, one No. 3 Victor sheller.

## NEW ENGLAND.

H. K. Webster has completed his grain elevator at Lawrence, Mass.

Joseph L. Benham, a prominent grain dealer of Connecticut, died Sept. 6, of

apoplexy, at his summer home, near New Haven. He was 65 years old.

Harold Barstow has succeeded Nickerson & Barstow, grain dealers, at Bangor, Me.

Edward P. Merrill, grain broker of Portland, Me., writes, Sept. 21: The trade is watching this advance in railroad freight rates, to see whether the Western shipper or the Eastern buyer pays it. With the scarcity of railroad cars, it looks as if the advance would hold. For a while past Western shipments have been coming forward slowly. Mill feed is firm in price. But little spot stuff here. The time is here when the demand will be heavy.

## NEW YORK.

Plans for a frame elevator have been filed by the Buffalo Transfer Elevating Company, Buffalo, N. Y.

Lewis Stever has purchased a half interest in the elevator business of Corryell & Clark at Branchport, N. Y.

Hughes & Wilkinson, millers of Rome, N. Y., have purchased and will convert a storehouse on the Erie Canal into an elevator. A cupola will be erected and a marine leg put in for unloading canal boats.

The Barnard & Leas Manufacturing Company has recently sold a No. 3 elevator separator to the Malcolm Brewing Company, Brooklyn, and a No. 000 Victor corn sheller to the Yawger Mill Company of Seneca Falls, N. Y.

## NORTHWEST.

Haisch, Prebster & Swanton are building an elevator at Menno, S. D.

A. Hyndman says the wheat in the Ruby Valley of Montana was ruined by frost. Oats are unharmed.

The Barnard & Leas Manufacturing Company has sold an elevator separator to the Farmers' Elevator Company, of Gayfield, S. D.

The completion of McLaughlin Bros.' new elevator makes five in the city of Bottineau, N. D., with a total capacity of 300,000 bushels.

The enterprising firm of E. P. Bacon & Co., of Milwaukee, Wis., have an able representative in the Northwest, H. M. Messer, who will visit the shippers in South Dakota, Iowa and Southern Minnesota.

F. H. Peavey says: I think the three States of North and South Dakota and Minnesota will produce 200,000,000 bushels of spring wheat. There is no real reason for the reduction of estimates which have been made by authorities during the last three weeks. In the northern part of North Dakota along a line parallel with the Northern Pacific road the production of wheat has been excellent. The crop in quantity and quality is away ahead of expectations. On the other hand, in the southern section of the Dakotas the crop is inferior in quality and below expectations as to yield. The Northwest is all right, and will have in the aggregate a big crop. The only danger I fear is a car famine. Production is going on at such a rate everywhere and transportation is in such demand that the Northwestern trade may feel this handicap.



## OHIO.

Chenoweth Bros., of New London, O., have a commodious new office.

D. Kester of Castine has leased the Evinger elevator at Sanora, O.

Cincinnati weights on two cars of oats recently overran 14,000 pounds.

Join the State Association and help it to advance your business interests.

D. C. Lewis will retire from the firm of Parrill & Lewis of Bowersville, O.

Mr. Baum, a farmer living near Duval, O., will build an elevator in that town.

The Miami Grain Company has been formed at Xenia, O., by C. H. Little and others.

John Leas is over hauling his elevator at West Sanora, O., and will put in a cleaner.

F. Reicheldefer, Amanda, O.: We have the best prospect in years for a good corn crop.

Gray Bros. of Sabina, O., will move to Crawfordsville, Ind., where they have bought an elevator.

L. H. Starbuck, of Port William, O., will build and operate a flour mill in addition to his elevator business.

John Jenks Miller of Jamestown, O., has bought the elevator of J. L. Ginn & Son, grain dealers, at that place.

Coppes & Dohme are building a 10,000 bushel elevator at Stelrideo, and will have it ready to receive new corn crop.

Mr. Rapp from Southern Ohio has bought Gray Bros. elevator at Sabina, O. and will engage in the grain business.

Cushman Bros. will build an elevator of 30,000 bushels capacity in the spring and may erect steel storage tanks at Bryan, O.

Every regular grain dealer of Ohio will profit by sending his name and address to the secretary of the State Association.

Edw. Freshwater, who was attempting to conduct a scoop shovel grain business at New Dover, O., has discontinued and left the country.

Join the State Association this month and escape payment of the initiation fee. Don't procrastinate, write Secretary McCord today.

William Monypeny, of Columbus, O., proprietor of the Monypeny elevator, and prominent in other business enterprises, died Sept. 12, of Bright's disease.

C. S. Hertr Co., will put a 40 h. p. boiler in their elevator at Groveport, O. The boiler inspector, while inspecting their old boiler knocked a hole in it.

A. B. Kissler & Son grain dealers and millers of Carroll, O., lost their elevator and mill by fire last month. The plant was insured for \$8,000 but they will not rebuild.

Several local Associations have induced a few erstwhile foolish dealers to throw away their hatchets and live peacefully with their neighbors. Result—fair profits.

W. E. Tuttle has purchased the interest of his partner, W. F. Tuttle, in the firm Tuttle & Tuttle, Springfield, O., and will continue the grain business, W. F. Tuttle engaging in the hardware business.

We are informed by E. A. Grubbs of Greenville, O., that Helm & Ries have just completed a 40,000 bushel elevator at Greenville. Also that Rod-although Bros. have overhauled and repaired the 10,000 bushel Mackinaw ele-

vator at Greenville, and are now ready to receive grain.

Brecount & Wolcott are putting a 100 h. p. steam engine in their elevator at Conover, O. Their elevator contains a clipper of large capacity as well as a bleacher, so they are well equipped to prepare oats for market.

Geo. M. Wilber, who was attempting to conduct a scoop shovel business at Marysville, O., has gained the ill-will of many farmers by contracting for wheat and then refusing to accept it. He has discontinued his attempts to buy grain.

H. F. Schaeffer, track buyer of Dayton, O., is now a star member of that city's Gentlemen's Driving Club, having won a half mile heat at the Club's driving park last Saturday in 1:12. Naturally he is prouder than ever of his black trotter.

The scoop shovel man must seek other fields. Ohio grain dealers have arrived at the conclusion that they have suffered enough at the hands of this interloper. Join the State Association and help to protect the business interests of the regular dealers.

F. L. Smith, Sherwood, O., Sept. 20: Farmers are busy cutting corn and putting in wheat, and, consequently, not much grain is coming in. Most farmers are going to hold their oats for more money. Have been having some rain, which was thankfully received, as it was very dry here.

The Barnard & Leas Manufacturing Company has sold Philip Smith of Sidney, 1 No. 2 Victor sheller; Smith Mill Company, Circleville, 1 No. 5 receiving separator; C. F. Parks, Arcanum, 1 No. 2 Victor sheller; and Spencer & Slau-son, Piqua, 1 No. 33 special grain separator for oat cleaning.

C. W. Pierce & Son of Union City Ind., although favorable to long scales have recently reduced their scale platform from 22 to 16 ft. They have an enclosed driveway and experienced trouble with horses getting off scale platform. They also overhauled their dump and put in a new foundation.

Josephine McCord, the daughter of the veteran grain dealer Joseph W. McCord of McCord & Kelley, Columbus, was married to Fred. Vercol of Col. at the home of her parents in Columbus on the afternoon of September 11. The bride and groom went to Toledo and Northern Michigan resorts for their bridal tour.

J. W. McCord, secretary of the Ohio Grain Dealers' Association, 358 N. High Street, Columbus, O., desires to have the correct name and address of every regular grain dealer, firm or corporation engaged in the grain business in Ohio. He earnestly requests that each firm not represented at the Columbus meeting Sept. 19 promptly mail to him their correct address. By so doing they will be kept in touch with the work of the organization.

Cruikshank Bros., of Edison, O., recently bought the two warehouses on the Big Four at Edison. During the heavy movement of this year's crop of wheat and oats they filled one house with oats and the other with wheat. On Aug. 20, about 8 p. m., the oats house was discovered to be on fire. There being no fire protection the loss was total; the building and contents were insured for nearly full value, so that the loss to this enterprising firm will not exceed \$500. They are now engaged

in equipping the wheat house (which escaped the fire) with machinery for a complete elevator.

John Parent, who lives in Ohio yet goes into Indiana to get his mail says, cover seed about Union City was a big crop in fact double last year's crop and most of it will grade No. 2. He makes a practice of running clover seed through two cleaners before buying it and then runs it through the same cleaners again before shipping it. Corn is less in quantity and of lower quality than last year, the result of dry weather the last part of the season. The acreage of winter wheat will be about the same as usual.

Denison B. Smith, the venerable secretary of the Toledo Produce Exchange, sends us a copy of the fortieth annual report of the trade, commerce and manufacturing of the city of Toledo. Mr. Smith has compiled many facts and figures relating to the commerce and finances of the United States, which should be of interest to all grain dealers. Grain receipts at Toledo exhibit a handsome increase over recent years. Wheat receipts footed up 24,376,000 bushels; corn, 14,364,000; oats, 3,036,000; rye 716,000; barley, 100,000, and clover seed 118,940 bags.

To Charles B. Murray, superintendent and executive secretary, we are indebted for a copy of the fiftieth annual report of the Cincinnati Chamber of Commerce. This well printed and handsomely bound volume of 300 pages contains a vast quantity of prices and statistics relating to all commodities as well as all the by-laws and rules of the Chamber. Receipts of grain were somewhat reduced in comparison with the high record of 1897. The receipts of corn were 15,121,000 bushels; of oats 6,217,000 bushels; of rye 372,000 bushels; of barley, 1,116,000 bushels, and of wheat, 2,601,000 bushels.

The well known firm of Tingley & Wagner track buyers of Columbus, O., will be dissolved Oct. 1. Mr. C. H. Tingley will admit his brothers to a partnership and continue the business as Tingley Bros. Mr. E. C. Wagner has been in poor health for some time and retires from the track business for the special purpose of regaining his former strength. For a year or so he will spend his time out of doors, with gun, rod or hoe and if he fully regains his former health he may return to the track business. However, he will still be a grain dealer, as he will retain his interest in the firm of Tingley & Wagner Bros. which has an elevator at Pleasant Corners, O. The many friends of the president of the Ohio Association surely wish him a speedy recovery.

The Dayton & Union R. R. managers seem to be determined to drive its grain shippers to other roads. It refuses to pro rate and insists upon collecting local rates from initial point to connecting point on all grain billed to points off its line. All the dealers along its line are in about the same helpless condition. Both the dealers at Union City are unfortunate enough to have their elevators located along its tracks. On the last crop John Parent & Co., shipped nearly 1,000 cars of grain and seed yet the managers of this stub line refuse to give them any consideration or encouragement. Accordingly Parent & Co., will probably build a small elevator on the Big 4 or the Pan



Handle at Union City. Their present elevator is only about 100 feet from the Big 4 tracks, but the tracks of the D & U are between and will not permit a switch to cross its tracks, nor permit a grain conveyor to cross over or under its tracks.

### PACIFIC COAST.

D. C. Cox is building a 75,000-bushel warehouse at Medford, Ore.

Wormell & Snodderly have started a grain warehouse at Asotin, Wash.

Phillips & Aldrich have engaged in the grain business at Goldendale, Wash.

Good grain dryers would save much of the Washington wheat wet in shocks.

The wheat warehouse at Lompoc, Cal., will be enlarged by the S. V. Milling Co.

The state grain commissioners held their annual meeting September 20 at Tacoma, Wash.

The Pacific Coast Grain Co. has opened an office in the Jamieson block, Spokane, Wash.

The Inland Grain Co. has established a station at Willola, Idaho. J. Z. Long is local manager.

C. E. Wood of Genesee, Idaho, has bought a No. 61 Cornwall new method oat clipper of the Barnard & Leas Mfg. Co.

A warehouse of 50,000 bushels capacity will be erected in connection with the mill of H. J. Russell, at Tekoa, Wash.

The Clearwater short line of the Northern Pacific in Idaho will be ready for operation as far as Kendrick by Nov. 1.

The Northern Pacific has built a warehouse at Fletcher's Siding, Wash., and donated the use of it to E. J. Doneen and John Kelley.

Grain growers of the Palouse country are talking about dispensing with the use of sacks, owing to the unusually high price this season.

The country about Los Angeles, Cal., which formerly shipped grain is this season for the first time in its history importing barley by the shipload.

The Northern Pacific Railway is building an elevator in one of its warehouses at Garfield, Wash., leased to the Garfield Hardware & Mercantile Co.

The Pacific Coast Grain Co., which hitherto has confined its operations to the Union Pacific, has placed W. E. Oliver as buyer at Palouse on the Northern Pacific.

The Hiestand-Warner Warehouse Company, of Oakesdale, Wash., has elected N. W. Hiestand, of San Francisco, president; H. M. Cox, of Oakesdale, vice president; W. Warner, of Oakesdale, secretary and manager, and C. R. Harold, of Palouse, assistant manager. The first new grain was received by the firm August 29, and showed 61½ pounds per bushel.

In his weekly report of Sept. 4, G. W. Salisbury, director of the Washington crop bureau, says: Harvesting is in various stages of progress in the different districts. In the earlier ones it is finished. In Whitman county cutting is only one-third to one-half finished, and threshing only begun. In the Big Bend country one-fourth the cutting remains to be done, and threshing is under way. Returns show that the yield of spring wheat is comparatively light. The recent rains interrupted stacking, and where grain stood in the shocks it was wet through and

discolored, and in instances sprouted. The oat crop has been seriously damaged by wet weather.

The Hess Warming & Ventilating Company of Chicago reports the adoption of the Hess pneumatic system of drying by the Mutual Warehouse Company, of Portland, Oregon. The drier will be shipped by Oct. 1 and will be erected immediately upon its arrival. The Hess company sending an expert to superintend its erection. The success of the Hess drier has made it a necessity in the cleaning house, and to grain exporters.

### PENNSYLVANIA.

C. A. Foster's place of business is in Carnegie, Pa., yet nine-tenths of his business is car load lots in Pittsburgh and vicinity.

We are indebted to Armon D. Acheson, secretary of the Philadelphia Commercial Exchange, for a copy of his annual report for 1899. The report contains a list of all the officers since 1854, all the rules of the Exchange, a detailed statement of exports and imports of merchandise, and list of members. Receipts of all grains except wheat show an increase in 1898, compared with 1897. Wheat Receipts were 6,068,000 bushels; corn, 30,962,000; oats, 9,283,000; and rye, 1,458,000; exports, wheat, 5,706,000 bushels; corn, 29,816,000; oats, 5,923,000, and rye, 1,477,000 bushels.

Daniel McCaffrey's Sons, receivers and shippers of hay, grain and mill feed at Pittsburgh, Pa., say in their letter of Sept. 16: Shippers who carefully note the conditions that govern the market will readily remember that during the fall of 1898 prices of hay ruled extremely low, and in the spring of the current year (1899) prices advanced rapidly and tended higher and stronger, till at the end of the season prices were booming. Judging by past experience, many shippers will hold their hay till next year, expecting to get top prices. It is our opinion that such will not be the case, but exactly the reverse, as we believe that better prices can be secured than by holding off till next spring, when it will all come forward together, thereby causing a slump.

### SOUTHEAST.

Send us notices of new elevators, new firms and business changes.

B. F. Glover & Sons, of New Orleans, La., are said to be erecting a large elevator.

Clark & Co., of Augusta, Ga., have purchased a No. 000 Little Victor corn cleaner of the Barnard & Leas Manufacturing Company.

D. Cunningham, late of Block, Dean & Co., St. Louis, will have charge of the export grain business at Pensacola, Fla., for the R. T. Morrison Grain Co., of Kansas City.

The condition of cotton Sept. 1, as reported by John Hyde, statistician of the Department of Agriculture, was 87 in Virginia, 78 in Mississippi, 77 in Florida, 76 in Alabama and Tennessee, 74 in Louisiana, 69 in Georgia, 73 in North and 66 in South Carolina.

We are indebted to Hy. H. Smith, secretary of the New Orleans Board of Trade, for a copy of his annual report for 1899. While the grain trade of New Orleans showed a falling off from 40,000,000 to 34,000,000 bushels on account of the war, the rice business held its

own. Exports for the season ended Aug. 31, 1898, included 22,465,000 bushels corn, 16,329,000 bushels wheat, 2,154,000 bushels oats, and 369,000 bushels rye. About 97 per cent of the corn received at New Orleans arrives over the Illinois Central, which also carries 90 per cent of the oats and 60 per cent of the wheat. The Texas & Pacific is carrying increasing quantities of wheat, 40 per cent of the receipts having arrived over this line. The total receipts for 1898 were 19,748,000 bushels corn, 12,657,000 bushels wheat and 4,265,000 bushels oats. New Orleans received during the season of 1897-8, 470,924 sacks of rough and 8,081 barrels of cleaned rice, against 377,400 sacks of rough and 9,782 barrels of cleaned rice during the corresponding period of 1896-7. The city has 13 rice mills with a daily capacity of 11,700 sacks of rough rice. There are seven grain elevators, the Southport A and B, with 500,000 capacity Poydras C, 350,000; Stuyvesant Dock D, 1,000,000; Chalmette, 500,000; Westwego, 350,000; and the New Orleans, 250,000; besides three floating elevators with a combined handling capacity of 32,000 bushels per hour.

### SOUTHWEST.

Readers will confer a favor by reporting the grain trade news of their vicinity.

Work is progressing rapidly on the new 75,000-bushel elevator at Fort Collins, Colo.

Walsenburg, Colo., has no elevators and none are to be built, reports E. E. Hopkins.

The Southwestern Grain Co., of Oklahoma City, has purchased a No. 1 warehouse separator of the Barnard & Leas Mfg. Co.

John Hyde, statistician of the department of agriculture, on Sept. 10, reported the condition of cotton as 53 in Indian Territory, 60 in Oklahoma, 61 in Texas and 62 in Arkansas.

I. J. Richardson of Tusas, N. M., has arranged to establish a grain and hay business at Antonito, Colo., the local merchants having promised to discontinue dealing in grain and to turn the business over to him.

Geary Milling & Elevator Co., Geary, Okla., Sept. 13: Plowing has been resumed after a drought of some six weeks. Ground in fine condition. No indication of insect life. Fully 25 per cent more wheat will be sown this year than last. Ground in fine condition. Wheat movement very light, as farmers are holding for higher prices. We will have a good corn harvest. Hay poor, other rough feed good.

### TEXAS.

F. S. Windle, Britton, Tex., is a new member of the Texas Grain Dealers' Association.

W. P. Wooten and A. C. Harder have engaged in the grain and feed business at Bryan, Tex.

The Corsicana Warehouse Company, Corsicana, Tex., has retired from the grain business.

After that address to the real estate men of Waco, President Harrison will dare no more to beg to be excused on the grounds that he is not a speech maker.

The Texas Grain Dealers' Association is having a hard fight with the railways of the State for lower rates. If it wins



all the non-members will profit as much as the members.

The Texas Association should send delegates to the annual meeting of the Grain Dealers' National Association in Chicago, Oct. 18 and 19. Other associations are doing it. Who will it be, Mr. President?

A new list of the members of the Texas Grain Dealers' Association, much larger than the former list, will soon be ready for circulation. It should contain the name of every regular dealer of the State.

The following three firms have refused to arbitrate claims held by members of the Texas Grain Dealers' Association against them: J. F. Flory, Wyatt, Texas; W. H. Machett, Corsicana, Texas; S. G. Edwards, Terrell, Texas.

The author of the "Sketch of the Proceedings in Trial of Case of State of Pandemonium vs. Capt. E. Early Dreyfus," can have his picture published and his body transported to Hazelhurst by proving his identity and paying double prices.

The controversy between Seley & Early of Waco and the Texas Grain Dealers' Association has been adjusted. The matter of more favorable rates will again be brought to the attention of the State Railroad Commission at the meeting in Austin, Sept. 26.

The Texas Grain Dealers' Association has suspended four members for non-payment of dues. This is a remarkable showing for so young an association. If the other grain dealers' associations would adopt the same plan of suspending non-paying members some of them would soon be without members. However, the practice is a good one.

The Barnard & Leas Manufacturing Company has sold R. C. Stone for delivery to Smith & Baker, Rockwall, Tex., 1 No. 61 Cornwall new method oat clipper; W. W. Majors, Midlothian, Tex., 1 No. 25 special grain separator for oats and corn; and to McMillan & McMurray, and Head & Stone, of Whitewright, Tex., each 1 No. 61 Cornwall new method oat clipper.

J. P. Harrison, president of the Texas Grain Dealers' Association, delivered a very entertaining and instructive address at Waco recently before the Real Estate Dealers' Convention on "Agriculture in Texas." Among other things, Mr. Harrison said: "Texas agriculture stands first. In Texas (at least, in the language of Gov. Roberts) 'the plow is the beginning and ending of civilization.' And what prospects before the agriculturist in Texas. With soil, climate, variety and volume of product unequalled by any other part of the earth. We have but to know that within the same field the Texas farmer produces to almost perfection the chief products upon which depend the sustenance of both man and beast. Think of the same section yielding oats at the rate (in instances) of 100 bushels per acre, 25 to 30 bushels of wheat, and 40 to 60 bushels of corn, or one bale of cotton per acre, and vegetation of all kinds that rival the most favored sections of the earth. In line with my own business, the farmer should be impressed with the importance of properly preparing his products for the market. We have but to examine the records of the different ports to see what prospects are before the farmer in the export trade. Our corn, oats, and wheat are commanding the attention of the world. Our climate matures grain that the in-

spector and exporter claim can be transported to any section of the globe. The farmer should be reminded of the loss he sustains by careless handling of his product. The bright and golden hue of his grain should be preserved by protection from the weather."

#### MEETING AT DALLAS.

The meeting of the Texas Grain Dealers Association at Dallas September 9 was mainly executive, and but little business was transacted, farther than the adoption of several resolutions.

The following committee was appointed to appear before the railroad commission on the 26th in behalf of the association's application for a reduction in state rates on oats, bran, corn chop and hay: C. F. Gribble, W. O. Brackett, W. E. Werkheiser, G. J. Gibbs, L. G. Belew, J. T. Stark and E. H. Crenshaw.

The efforts of the committee will be directed to having the present corn rate apply to all the commodities above named.

The following resolution was adopted:

Be it resolved by the executive committee of the Texas Grain Dealers Association, after full consideration of the facts involved in the matter of the letter of Seley & Early to J. W. Allen, of the M., K. & T. Ry. Co., of date August 22, 1899, relative to rates to Mississippi river crossings, that while recognizing the right of individual members of the association to preserve and defend individual interests, the committee is firmly of the opinion that where such interests conflict with the interest of the association at large and with the official action of the association, members who feel aggrieved by such action or are injured thereby should present their views fully and openly before the association, and if not bound by action they should so declare themselves to the association, to the end that misunderstandings and misrepresentations may be avoided and in particular should not have recourse to private measures, tending to destroy the discipline of the association and its influence before the public.

Be it further resolved, That the association accept the explanation of the letter in question, as tendered by Mr. Early, and that no further action in this behalf be taken by the association.

It was also moved and carried that the association endorse the action of the executive committee in the matter of the Seley & Early letter, as set forth in the foregoing resolutions.

#### WISCONSIN.

Send us notices of new elevators, new firms and business changes.

At Wrightstown, Wis., the W. W. Cargill Co. is building an elevator.

G. R. Featherstone, of Milton, is building a grain elevator at Janesville, Wis.

Magoon & Royce is a new firm in the grain and stock business at Lima, Wis.

Laun Bros., of Elkhart Lake, Wis., expect to enlarge their elevator at Glenbeulah next spring.

The Warwick & Cole Co., of Oshkosh, has bought a Little Victor corn shelter of the Barnard & Leas Mfg. Co.

The W. W. Cargill Co., of La Crosse, Wis., is planning two 15,000-bushel elevators on the Winona & Western at Sugar Loaf and Gilmore Valley.

F. Krause & Co., of Milwaukee, have had plans drawn by E. C. Ordway for a 30,000-bushel elevator at Hartland, Wis., to be equipped with machinery for cleaning grain and grinding feed.

The Duluth-Superior Elevator and Warehouse Company has been incorporated at Superior, Wis. Capital stock, \$25,000; incorporators, John P. Hegan, Lewis P. Shackelford and F. R. Chambers, Jr. The company has leased the

elevator property of the United States Flour Milling Company.

The Milwaukee Elevator Company is preparing to rebuild the burned elevator on the St. Paul at Clinton. When completed the plant will be occupied by J. B. Johnson of Darien, Wis.

All the elevators of the Northwestern Grain Co. on the Omaha road in St. Croix and Pierce counties, Wis., twelve in number, have been purchased by the New Richmond Roller Mill Co.

Laun Bros., Elkhart Lake, Wis., write: No new firms here. Barley is a big crop throughout this territory. F. S. Mayer thrashed 775 bushels from 11 acres. The grain we buy is weighed in hopper after emptied out of bags.

The grain trade of Milwaukee shows a larger per cent of increase in 1898 than any other large market. Receipts were 51,654,000 bushels, against 36,387,000 bushels during 1897, as given in the annual report of the Chamber of Commerce by Secretary Wm. J. Langson. The total comprised 13,539,000 bushels of wheat; 12,662,000 of barley; 13,693,000 of oats; 9,639,000 of corn; and 2,119,000 of rye; and the shipments, 4,900,000 bushels of wheat; 5,576 of barley; 11,528,000 of oats; 8,323,000 of corn; and 1,592,000 of rye. The ten elevators at Milwaukee have 5,555,000 bushels storage capacity. Only a few are public warehouses.

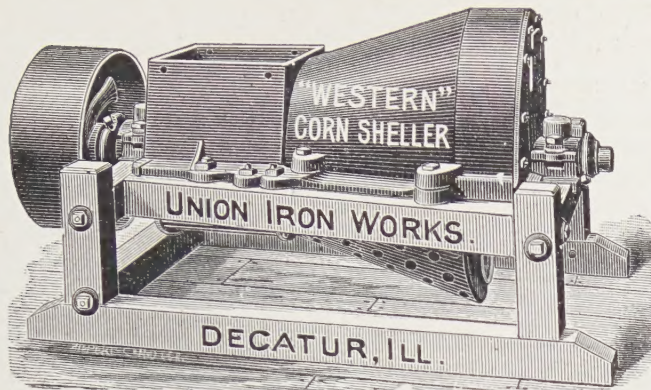
The daily press announces that J. C. Hanley, of St. Paul, secretary of the Farmers' Alliance, is going after the Chicago Elevator trust.

From a discount of 2½ cents below December a month ago, the September wheat future at Chicago went to a premium, September 13, of 1 cent. The approach of delivery day and the lack of the wheat to deliver put the short sellers on the anxious seat and compelled them to bid up the price to cover. The sad plight of the shorts was partly due to P. B. Weare & Co., who, earlier in the month, had bought at the then low price with a view to placing the grain in their elevators to earn storage.

Exports of breadstuffs during the eight months ending with August, as reported by O. P. Austin, chief of the bureau of statistics, included: wheat, 70,682,000 bushels; corn, 129,640,000; oats, 23,443,000; rye, 4,198,000; barley, 5,105,000; compared with wheat, 80,927,000; corn, 145,723,000; oats, 39,825,000; rye, 10,806,000; and barley, 3,318,000, during the corresponding months of 1898. The total value of all breadstuffs exported during the eight months was \$167,644,000, against \$202,727,000 for the corresponding period last year.

During the year ending Aug. 31st, there was received at Duluth 3,673,000 bushels of wheat dirt and 670,000 bushels of flax dirt, at which on an average freight rate of 14c per 100 pounds there was paid in freight \$360,000. More than two-thirds of this stuff was burned here to get rid of it; the balance, about 2,000 cars or 40,000 tons, was sold to feeders as screenings, netting about \$150,000. Here is a value of \$500,000 yearly contributed by the country to waste. Probably the figures for Minneapolis would run up as much more. One million dollars seems too large a sum to be wasted in that way. It would appear as though it would pay to clean the grain and burn the screenings at home.—Duluth Commercial Record.





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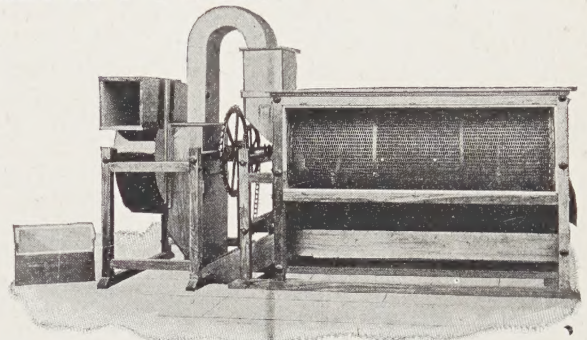
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## REGULAR DEALERS OF IOWA.

In addition to the names and addresses of regular grain dealers of Iowa which were published in the Grain Dealers Journal for February 25, May 25, June 25, July 10 and 25, and August 10, we have received the names given below. Regular dealers will confer a favor by sending us corrections and additions should they discover any errors or omissions. Other names will be published in future issues:

Abbott, Ia.—E. D. Hamlin, eltr., 10m.  
Ackley, Ia.—J. C. Lusch & Co.; Ed. Vorhes.  
Akron, Ia.—The Fields & Slaughter Company, eltr., 25m.; Hopkins & Co., eltr., 15m.; Hunting Elevator Company, eltr., 10m.; D. Ross & Co., eltr., 15m.; Knudson & O'Reilly, eltr., 15m.; McCorkill & Co., warehouse, 5m.  
Alexander, Ia.—G. H. Northey, eltr., 45m.; Felthouse Bros., eltr., 20m.  
Auita, Ia.—M. F. Percy, eltr., 20m.; J. A. Irving, eltr., 20m.  
Ankeny, Ia.—B. A. Lockwood Grain Company, eltr., 50m.  
Anthon, Ia.—Pearson & Hayton, eltr., 25m.; White & Cline, eltr., 15m.  
Arlon, Ia.—St. Paul & Kansas City Grain Company; McMorrison Milling Company.  
Atlantic, Ia.—Southwick Bros., eltr., 5m.; L. T. Spangler, T. B.; W. N. Henshaw, warehouse, 3m.; J. A. Campbell & Son, eltr., 20m.  
Avoca, Ia.—Des Moines Elevator Company, eltr., 15m.; H. Sievers & Son, eltr., 15m.  
Badger, Ia.—Central Elevator Company, eltr., 40m.; Great Western Elevator Company, eltr., 10m.  
Bancroft, Ia.—Bedell & Co., eltr., 10m.; Interstate Elevator Company, eltr., 40m.; Joe Murray, eltr., 30m.; J. A. Wenkel, eltr., 35m.  
Bernard, Ia.—Schlatter & Seaward.  
Bingham, Ia.—J. Auracher.  
Bode, Ia.—C. J. Hilland & Co., eltr., 20m.; Sween, Langaster & Co., eltr., 20m.  
Boone, Ia.—Doud-Rogers Milling Company; Allen Smith; McFarlin Grain Company.  
Braddyville, Ia.—James A. Burch.  
Britt, Ia.—Peavey Elevator Company, eltr., 40m.; Great Western Elevator Company, eltr., 40m.; H. H. Pullen, eltr., 20m.; Brown & Son, eltr., 10m.; Northwestern Iowa Grain Company, eltr., 40m.  
Brooklyn, Ia.—T. J. Holmes & Son; H. C. Light; Howie & Smith.  
Buffalo Center, Ia.—E. R. Anderson, eltr., 20m.; Dysart Grain Company, eltr., 50m.; Livermore Bros., eltr., 20m.  
Callender, Ia.—C. H. Cooper, eltr., 5m.; Chas. Counselman & Co., eltr., 200m.; Des Moines Elevator Company.  
Carrville, Ia.—Carr & Sons.  
Carroll, Ia.—Junod & Culbertson, eltr., 20m.; E. M. Parsons, eltr., 20m.  
Carson, Ia.—Des Moines Elevator Company, dump 15m., crib 70m.; Snapp, Reid & Co., eltr., 10m., crib 60m.  
Chapin, Ia.—A. L. Weaver, eltr.; W. T. Adams.  
Charles City, Ia.—C. D. Young & Son, eltr., 20m.; Kery & Schofield; Hunting Elevator Company, eltr., 15m.  
Cherokee, Ia.—Jas. Archer, eltr.; Western Grain Company, eltr.; J. J. Mathews Grain Company, eltr.; T. S. Ingersol, eltr.  
Chatsworth, Ia.—Spencer Grain Company, eltr., 30m.; Hopkins & Co., eltr., 20m.; Fullerton Lumber Company, eltr., 20m.; F. Wakeman, eltr., 30m.  
Cooper, Ia.—P. M. Vest; McFarlin Grain Company.  
Corley, Ia.—Des Moines Elevator Company.  
Cornelia, Ia.—J. L. & D. Brooke.  
Corning, Ia.—James Muns & Son, eltr., 35m.; cribs, 30m.; warehouse, 5m.; F. J. Taylor & Co., warehouse and cribs, 10m.  
Crocker, Ia.—B. A. Lockwood Grain Company, eltr., 40m.  
Crystal Lake, Ia.—Dysart Grain Company, eltr., 20m.  
Cumberland, Ia.—E. Reichert, eltr.; J. H. Hulbert, eltr.; Turner Bros., eltr.  
De Witt, Ia.—John W. Clark; Charles Hawson.  
Dinsdale, Ia.—Dysart Grain Company, eltr., 10m.  
Doubleday, Floyd County, Ia.—Carr & Sons.  
Dow City, Ia.—Stewart Lumber Company.  
Dyersville, Ia.—Northwestern Iowa Grain Company, eltr., 20m.  
Dysart, Ia.—Dysart Grain Company, eltr., 30m.  
Earlville, Ia.—H. J. Pitcher.

Elberon, Ia.—Dysart Grain Company, eltr., 20m.  
Essex, Ia.—Gwynne & O'Neill, eltr., 15m.; Liljedahl Bros.  
Esterville, Ia.—L. L. Lawrence, eltr., 35m.  
Ewart, Ia.—McMeekin & Farmer, eltr., 60m.  
Farley, Ia.—A. K. Heald & Son.; W. F. O'Brien.  
Farnhamville, Ia.—Interstate Elevator Company.  
Faulkner, Ia.—J. C. Lusch & Co.  
Floyd Crossing, Floyd County, Ia.—T. J. Ryan.  
Fonda, Ia.—Kennedy Bros., eltr., 20m.; Warren Grain Company, eltr., 6m.; Turner & Mayo.  
Fontanelle, Ia.—W. F. Johnston.  
Garner, Ia.—Schneider Company, eltr., 10m.; Harris & Reed, eltr., 15m.; Spencer Grain Company, eltr., 15m.  
Garrison, Ia.—James Harwood & Son, eltr., 20m.; J. M. Thompson, eltr., 20m.  
Garwin, Ia.—H. S. Thomas, eltr., 25m.  
Gifford, Ia.—E. D. Hamlin, eltr., 10m.  
Gilmore City, Ia.—Des Moines Elevator Company.  
Glidden, Ia.—Culbertson Bros., eltr., 20m.; A. Morehouse, eltr., 20m.  
Gordon's Ferry, Ia.—Schlatter & Seaward.  
Greenfield, Ia.—J. H. Hulbert & Co.; H. Kurtz & Son; F. L. Johnson.  
Guttenberg, Ia.—Herman Ihm, eltr.; G. F. Wiest; W. Kann.  
Hampton, Ia.—Geo. Messelheiser; J. Pohl; F. C. Howe.  
Hancock, Ia.—Des Moines Elevator Company; South Branch Elevator Company.  
Hanna, Kossuth County, Ia.—Northwestern Iowa Grain Company, eltr., 15m.  
Harlan, Ia.—Des Moines Elevator Company.  
Hedrick, Ia.—D. H. Unsicker; Nelo Elevator Company; W. P. Harrison.  
Henderson, Ia.—C. E. Irwin, eltr., 2m.; H. K. Forsyth; W. H. Harbor.  
Holmes, Ia.—Charles Counselman & Co.  
Hubbard, Ia.—C. L. Kinney, eltr., 30m.; Interstate Elevator Company, eltr., 30m.  
Humbolt, Ia.—Great Western Elevator Company, eltr., 6m.; Central Elevator Company, eltr., 30m.  
Hutchins, Ia.—J. Inman, eltr., 8m.; Northwestern Iowa Elevator Company, eltr., 20m.  
Industry, Ia.—Butler & Co., eltr., 6m.  
Jacobs, Ia.—McMeekin & Farmer, eltr., 10m.  
Jamison, Ia.—O. T. Hubbard & Co.; Des Moines Elevator Company.  
Jolly, Ia.—McFarlin Grain Company.  
Jordan, Ia.—Weikel & Son, eltr., 20m.  
Kellerton, Ia.—J. R. Smith & Son, eltr., 4m.  
Kenwood, Ia.—John H. Downing.  
Kennedy, Ia.—A. R. Mead, eltr., 16m.; Gudyval & Co., eltr., 5m.  
Keota, Ia.—Smith, Lewis & Shotts, eltr., 20m.  
Latimer, Ia.—Felthouse Bros. & Co., eltr., 40m.; Jas. Mahoney, eltr., 25m.  
Lincoln, Ia.—C. T. Campbell.  
Linden, Ia.—A. R. Mead, eltr., 15m.  
Lisbon, Ia.—R. McElhinney, eltr., 10m.; D. L. Boyed; Luther Wetzel.  
Lohrville, Ia.—McFarlin Grain Company, eltr., 10m.; D. A. Evans, 2 eltrs., 20m.  
Lone Tree, Ia.—D. M. Riggs, eltr. and cribs, 150m.; T. H. Kirchner.  
Massena, Ia.—D. N. Dunlop, eltr.; J. H. Hubbert & Co.  
Manilla, Ia.—St. Paul & Kansas City Grain Company, eltr., 35m.; Jahn Bros., eltr., 10m.; C. A. Brown.  
Manning, Ia.—D. W. Patton; The Manning Mercantile Company, eltr., 45m.; Leake Bros., eltr., 5m.  
Manson, Ia.—F. E. Malden, eltr., 50m.; Harper & Co.; eltr., 20m.; Braginton & Son, eltr., 20m.  
McCallsburg, Ia.—St. Paul & Kansas City Grain Company, eltr., 60m.; P. C. Hanson & Sons, eltr., 30m.  
Malta, Marshall County, Ia.—E. D. Hamlin, eltr., 7m.  
Maxwell, Ia.—Frank W. Hill; St. Paul & Kansas City Grain Company; R. Bulard.  
Mediapolis, Ia.—W. H. Moorhead & Co., eltr., 30m.; Brown & Walker, eltr., 12m.  
Menlo, Ia.—Ben Wells, eltr., 50m.; H. Lawbaugh, eltr., 100m.; John G. Cooper.  
Meriden, Ia.—S. S. Christy, eltr., 5m.; Western Grain Company, eltr., 15m.; E. A. Brown, eltr., 20m.  
Meservey, Ia.—Jas. E. Hill; Meservey Elevator Company.  
Minburn, Ia.—Frank Thoms & Co., steam eltr., 20m.; Des Moines Elevator Company, steam eltr., 20m.  
Mingo, Ia.—Bowen & Regur.  
Morrison, Ia.—Morrison Lumber Company, eltr., 40m.; D. Rothschild Grain Company, eltr., 6m.

Neola, Ia.—F. H. Hancock; St. Paul & Kansas City Grain Company; Chas. Counselman & Co.  
Newburg, Ia.—N. W. Cox, steam eltr., 50m.; Clay & Roberts, steam eltr., 12m.  
New London, Ia.—Codner & Lee, eltr., 5m.; J. W. Carden.  
Oakland, Ia.—Des Moines Elevator Company; South Branch Elevator Company.  
Oakland, Ia.—South Branch Elevator Company.  
Ocheyedan, Ia.—E. A. Brown, eltr., 20m.; T. P. Jenkins, eltr., 20m.; Douglas & Co., eltr., 15m.  
Ontario, Ia.—B. A. Lockwood Grain Company.  
Oskaloosa, Ia.—Nori Ogden, eltr., 3½m.  
Palo, Ia.—Young & Sisley, eltr., 5m.  
Panora, Ia.—Warren Grain Company.  
Parkersburg, Ia.—James W. Kitzmiller, eltr., 15m.; J. A. Foote & Co., eltr., 20m.  
Persia, Ia.—Robert Ivens, eltr., 6m.; St. Paul & Kansas City Grain Company, eltr., 25m.  
Peterson, Ia.—Weir & McMillan, eltr., 75m.; Interstate Elevator Company, eltr., 15m.; Marfield Elevator Company, eltr., 40m.  
Pioneer, Ia.—Des Moines Elevator Company.  
Plover, Ia.—Des Moines Elevator Company.  
Plymouth, Ia.—D. H. Thurston, eltr., 15m.; Hunting Elevator Company.  
Folk, Ia.—B. A. Lockwood Grain Company, eltr., 40m.  
Pomeroy, Ia.—Malcomb Peterson, eltr., 30m.; Western Grain Company, eltr., 20m.  
Weaver, Ia.—Hyter & Larsen.  
West Side, Ia.—Peters & Suhr; A. P. Fellingham.  
What Cheer, Ia.—A. McGrew & Co.  
Whiting, Ia.—G. H. Elliott & Co., eltr.; Cassidy & Whiting, eltr.  
Whitten, Ia.—Melick & McLain, eltr.; W. M. Brownlee.  
Whittemore, Ia.—Farmers' Exchange Society, eltr., 15m.; Hahn & Thompson; Hunting Elevator Company, eltr., 15m.; J. M. Farley; T. McMichael & Son.; Scott Logan & Son., eltr., 7m.; F. L. Thompson.  
Williams, Ia.—Hayse & Hartwig; Vorhes Bros.  
Williamsburg, Ia.—W. F. Harris; Hull & McLeod.  
Wilton Junction, Ia.—M. C. Ott, eltr., 10m.  
Winfield, Ia.—J. A. Carden, eltr., 10m.; H. W. Van Dyke & Co.  
Winslow, Ia.—E. J. Cartwright.  
Winterset, Ia.—L. T. Dow & Co.; Young, Myles & Co.  
Winthrop, Ia.—Smith & Riedy.  
Wiota, Ia.—M. R. De Busk; Christie & Sherrett; I. C. Russell.  
Wolcott, Ia.—Schwartz & Co., eltr., 25m.; Stockdale & Dietz, eltr., 20m.  
Woodbine, Ia.—McEwen & Sons; Matthews & Kling; Reuben Yeisler; Decou Bros.  
Woodburn, Ia.—J. N. Coppock, dump; Iowa Grain & Produce Company, eltr.  
Woodward, Ia.—H. Lawbaugh; McCall Bros.  
Woolson, Ia.—Woolson Grain Company.  
Woolstock, Ia.—William Willis & Co.; W. W. Frakes & Co.; Northcroft & Lewis.  
Worthington, Ia.—S. Jaeger; Smith & Kramer.  
Wright, Ia.—D. K. Unsicker Grain Co., eltr., 10m.  
Wyman, Ia.—Johnson Bros.; W. W. Dunham.  
Wyoming, Ia.—Ingilis Bros.  
Yale, Ia.—Warren Grain Company.  
Yarmouth, Ia.—Baxter & Fye; H. R. Williams, eltr., 25m.; Jas. Condon, eltr.; Geo. Zion.  
Yorkshire, Ia.—George Remington; St. Paul & Kansas City Grain Company.  
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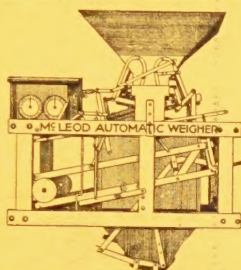
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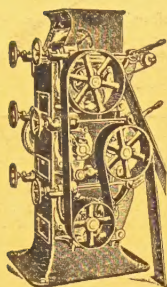
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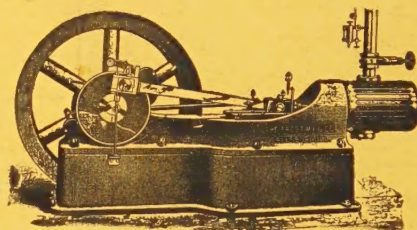
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